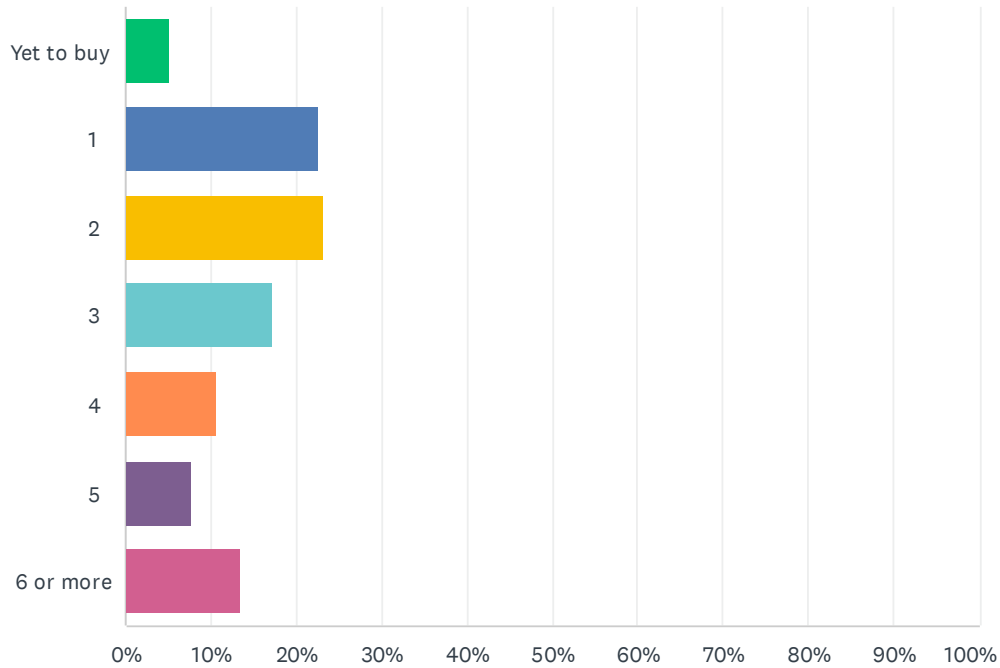


## Q1 How many properties are in your investment portfolio?

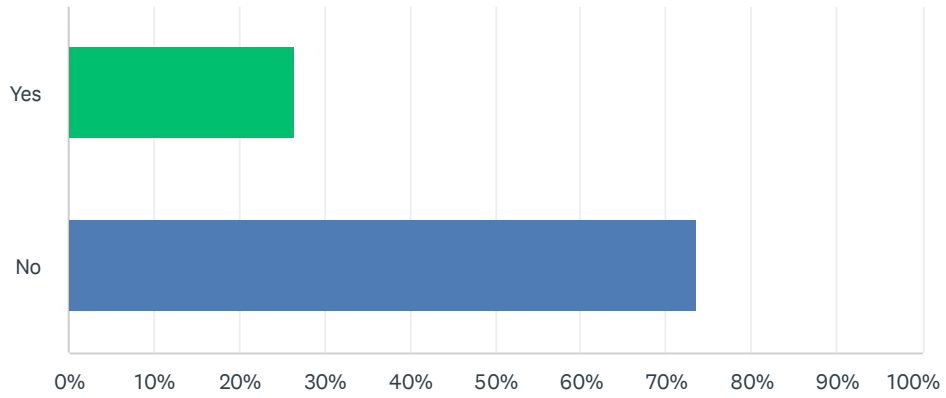
Answered: 1,724 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yet to buy	5.10%	88
1	22.56%	389
2	23.26%	401
3	17.17%	296
4	10.67%	184
5	7.71%	133
6 or more	13.52%	233
TOTAL		1,724

## Q2 Have you purchased an investment property in the past 12 months?

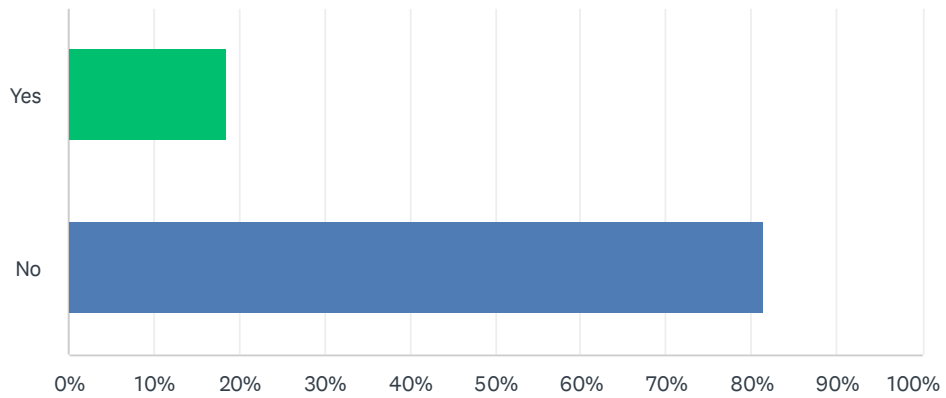
Answered: 1,632 Skipped: 92



ANSWER CHOICES	RESPONSES	
Yes	26.35%	430
No	73.65%	1,202
<b>TOTAL</b>		<b>1,632</b>

### Q3 If so, was this the first investment property you've ever purchased?

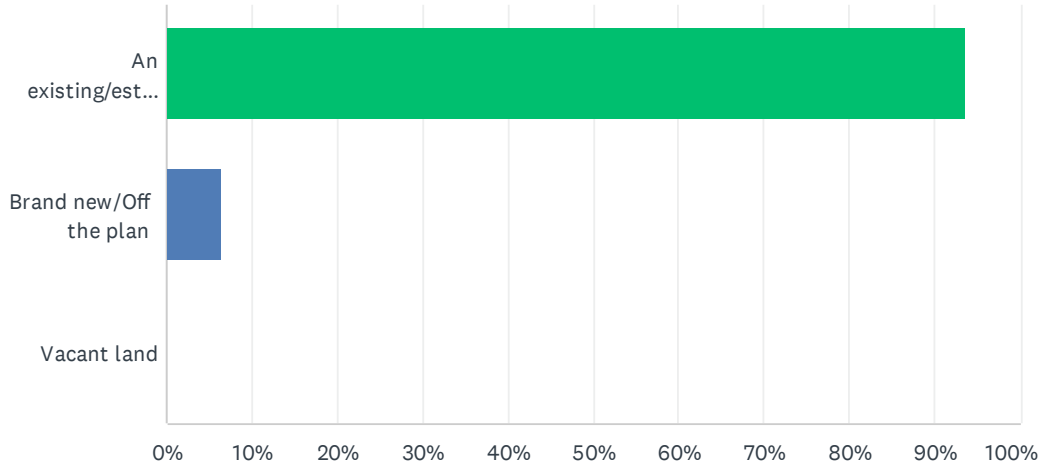
Answered: 428 Skipped: 1,296



ANSWER CHOICES	RESPONSES	
Yes	18.46%	79
No	81.54%	349
TOTAL		428

## Q4 If this was the first investment property you've ever purchased, what did you buy?

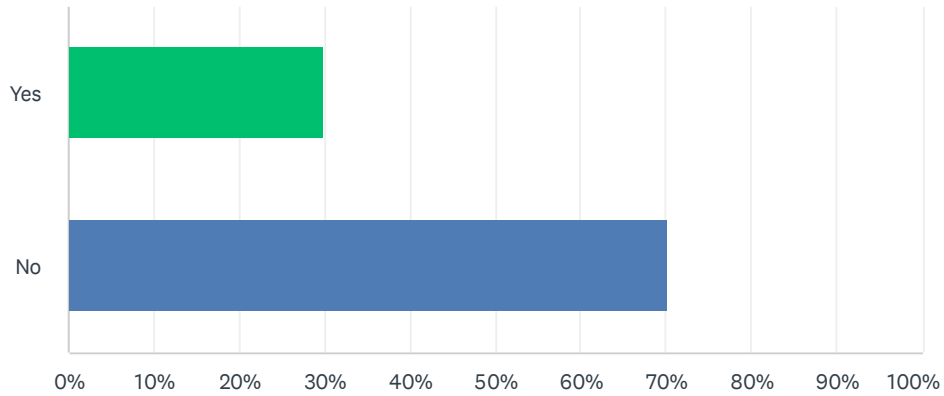
Answered: 77 Skipped: 1,647



ANSWER CHOICES	RESPONSES	
An existing/established property	93.51%	72
Brand new/Off the plan	6.49%	5
Vacant land	0.00%	0
<b>TOTAL</b>		<b>77</b>

## Q5 Also, if this was your first investment property purchase, are you are rentvester?

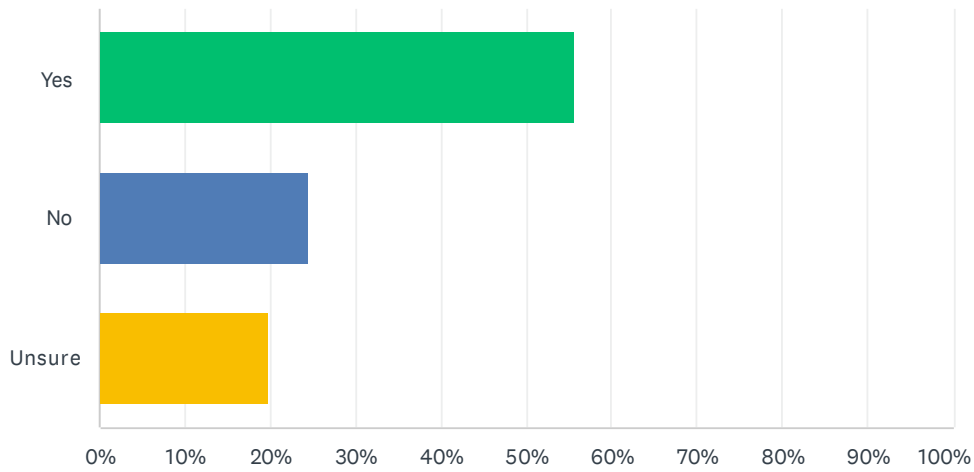
Answered: 77 Skipped: 1,647



ANSWER CHOICES	RESPONSES	
Yes	29.87%	23
No	70.13%	54
TOTAL		77

## Q6 Do you believe now is a good time to invest in residential property?

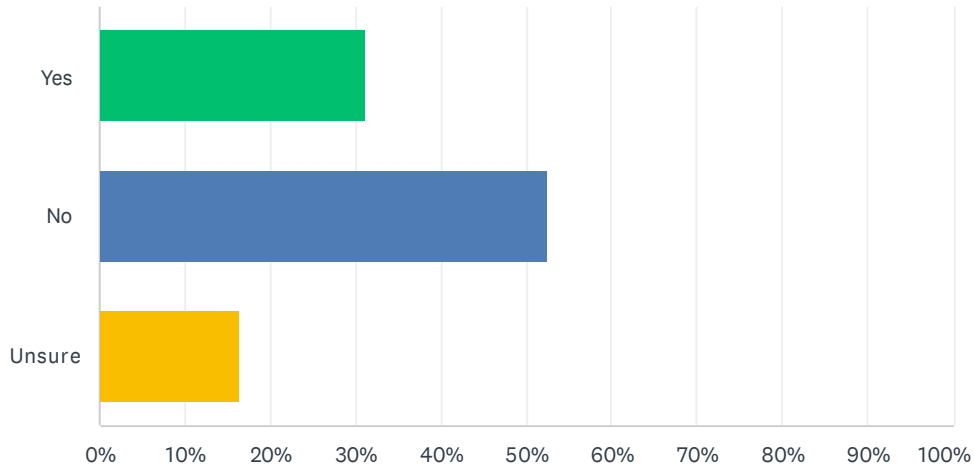
Answered: 1,703 Skipped: 21



ANSWER CHOICES	RESPONSES	
Yes	55.73%	949
No	24.43%	416
Unsure	19.85%	338
<b>TOTAL</b>		<b>1,703</b>

## Q7 Are you looking to purchase an investment property in the next 6-12 months?

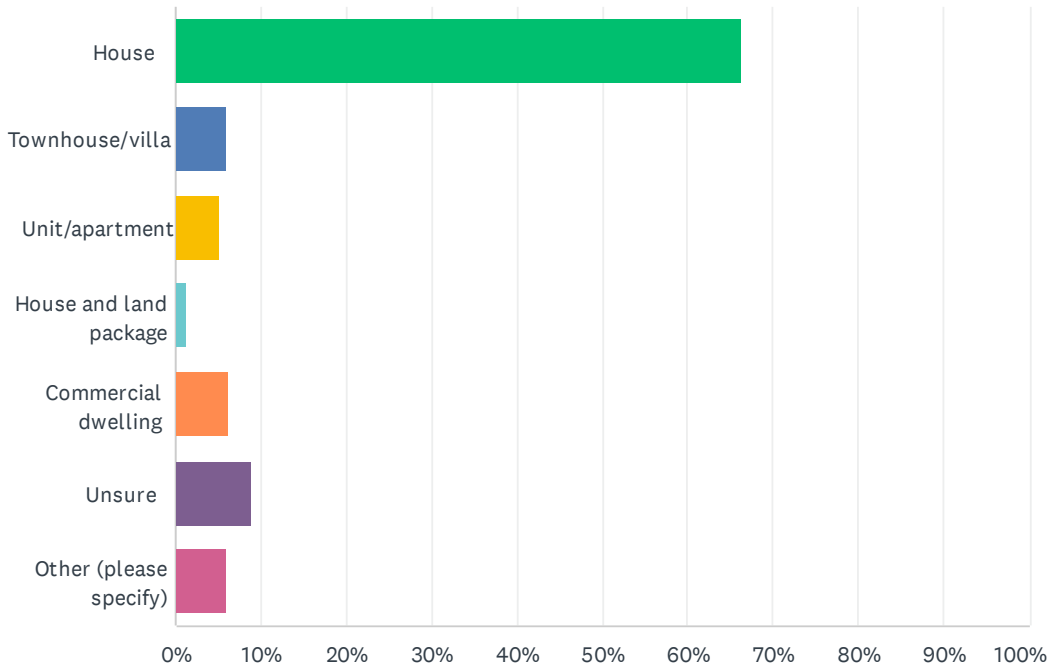
Answered: 1,703 Skipped: 21



ANSWER CHOICES	RESPONSES	
Yes	31.18%	531
No	52.44%	893
Unsure	16.38%	279
TOTAL		1,703

## Q8 What type of property will you buy?

Answered: 796 Skipped: 928

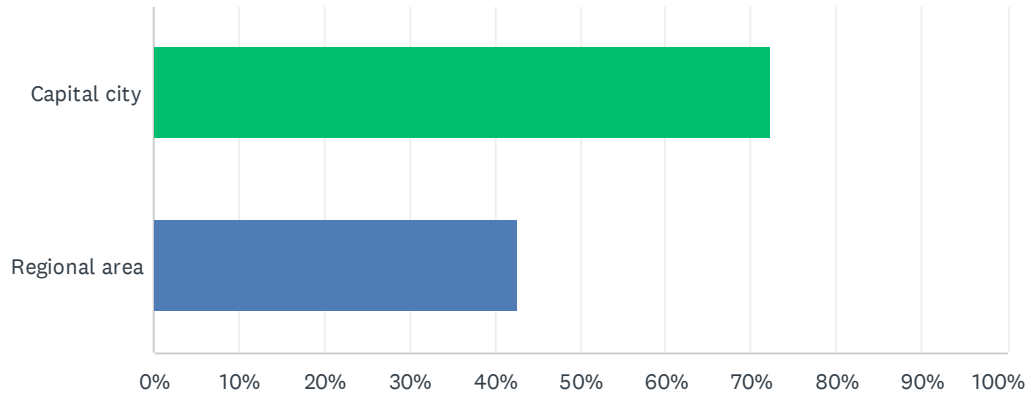


ANSWER CHOICES	RESPONSES	
House	66.21%	527
Townhouse/villa	6.03%	48
Unit/apartment	5.15%	41
House and land package	1.38%	11
Commercial dwelling	6.16%	49
Unsure	9.05%	72
Other (please specify)	6.03%	48
<b>TOTAL</b>		<b>796</b>



## Q9 Where will this property be located?

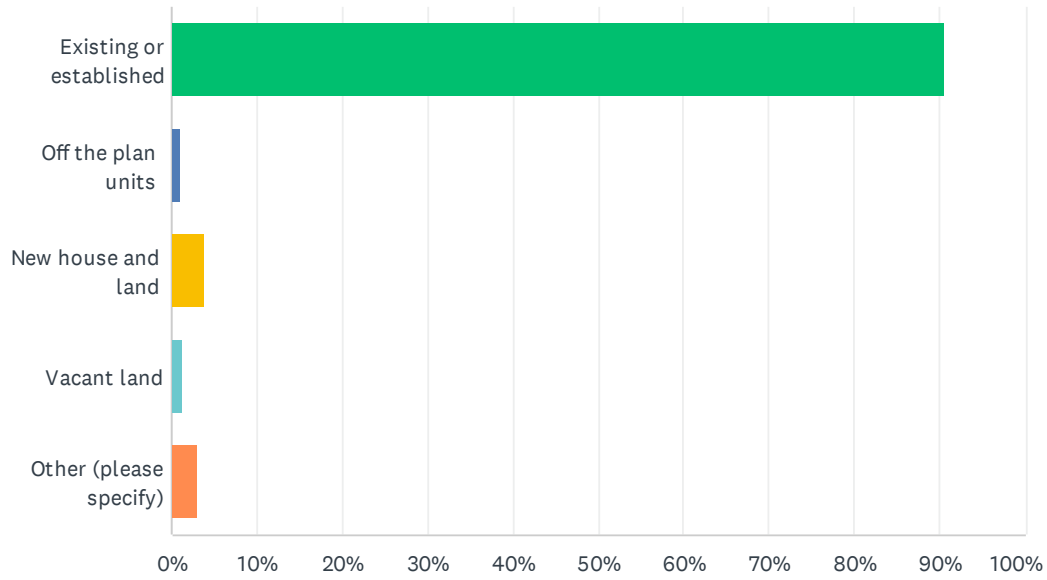
Answered: 796 Skipped: 928



ANSWER CHOICES	RESPONSES	
Capital city	72.24%	575
Regional area	42.59%	339
Total Respondents: 796		

## Q10 Would you buy:

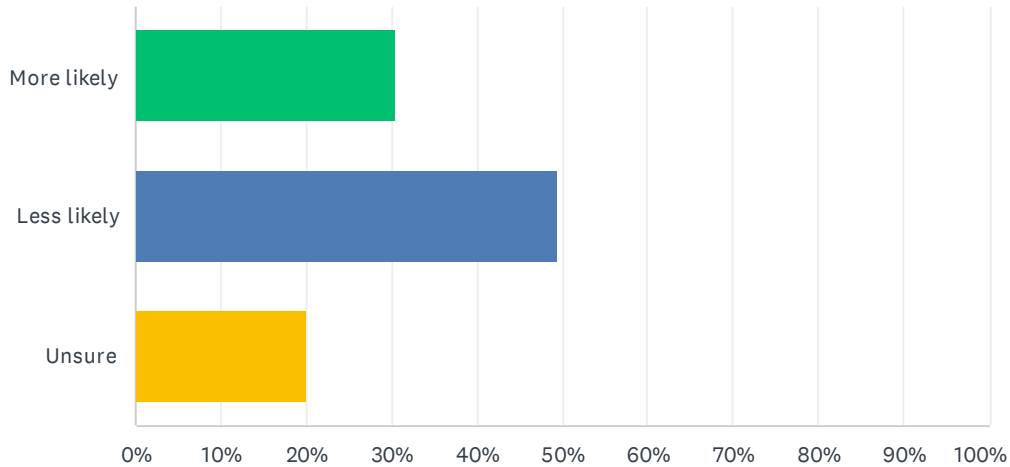
Answered: 796 Skipped: 928



ANSWER CHOICES	RESPONSES	
Existing or established	90.70%	722
Off the plan units	1.01%	8
New house and land	3.89%	31
Vacant land	1.38%	11
Other (please specify)	3.02%	24
<b>TOTAL</b>		<b>796</b>

## Q11 Have changing market conditions made it more or less likely that you will buy an investment property within the next 12 months?

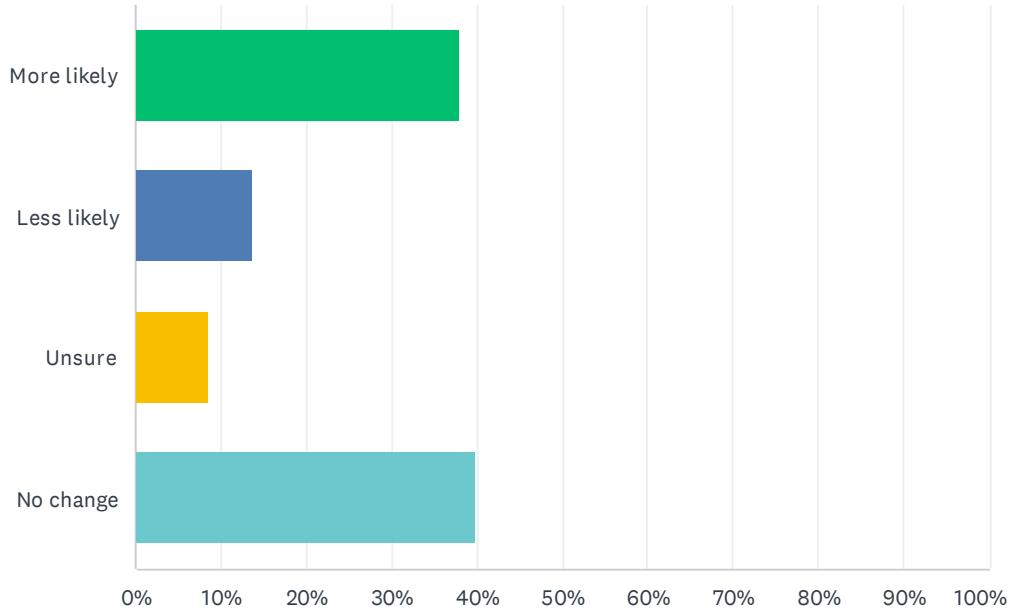
Answered: 796 Skipped: 928



ANSWER CHOICES	RESPONSES
More likely	30.53% 243
Less likely	49.37% 393
Unsure	20.10% 160
<b>TOTAL</b>	<b>796</b>

## Q12 Have changing market conditions made it more or less likely that you will sell property within the next 12 months?

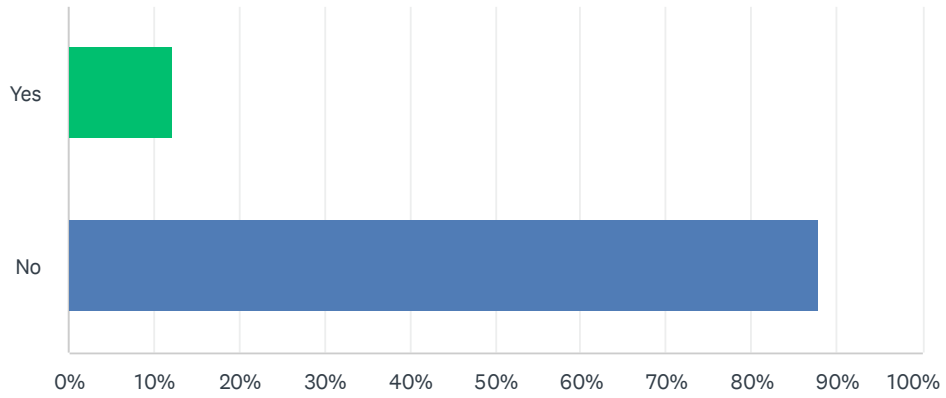
Answered: 1,682 Skipped: 42



ANSWER CHOICES	RESPONSES	
More likely	38.05%	640
Less likely	13.61%	229
Unsure	8.50%	143
No change	39.83%	670
<b>TOTAL</b>		<b>1,682</b>

### Q13 Over the past 12 months have you sold an investment property?

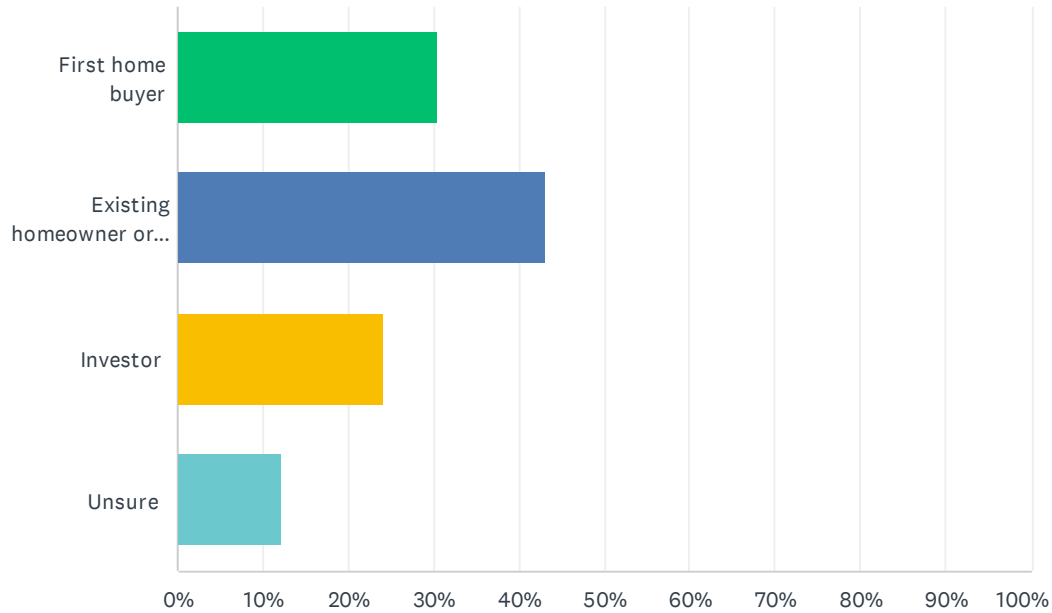
Answered: 1,682 Skipped: 42



ANSWER CHOICES	RESPONSES	
Yes	12.13%	204
No	87.87%	1,478
<b>TOTAL</b>		<b>1,682</b>

### Q14 What type of buyer purchased your investment property? Tick all that apply if you have sold multiple dwellings.

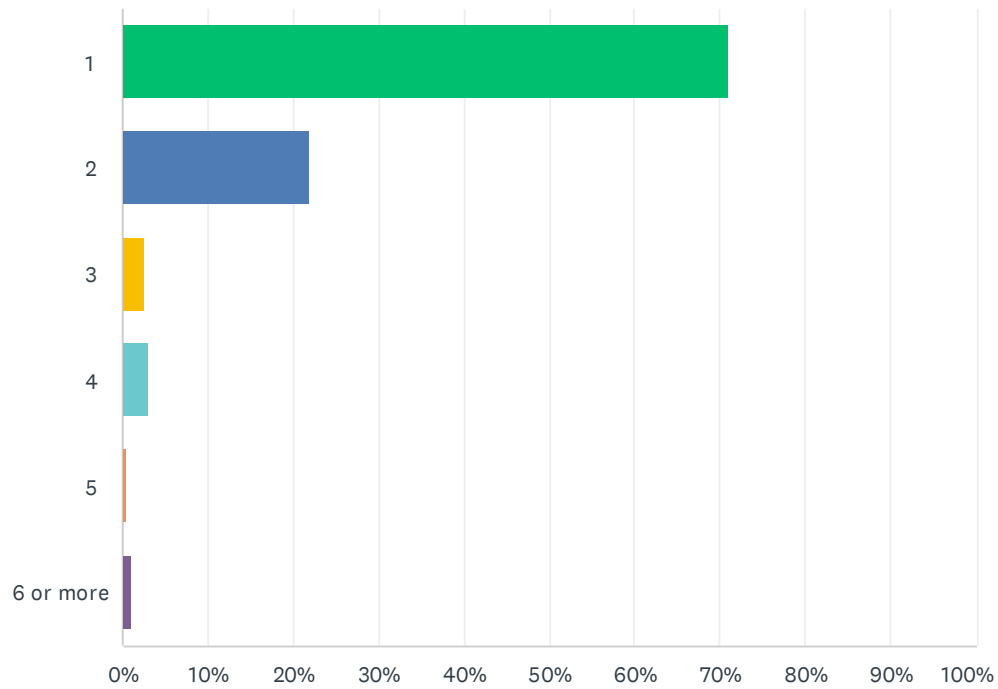
Answered: 204 Skipped: 1,520



ANSWER CHOICES	RESPONSES	
First home buyer	30.39%	62
Existing homeowner or owner occupier	43.14%	88
Investor	24.02%	49
Unsure	12.25%	25
Total Respondents: 204		

## Q15 How many rental properties did you sell in the past year?

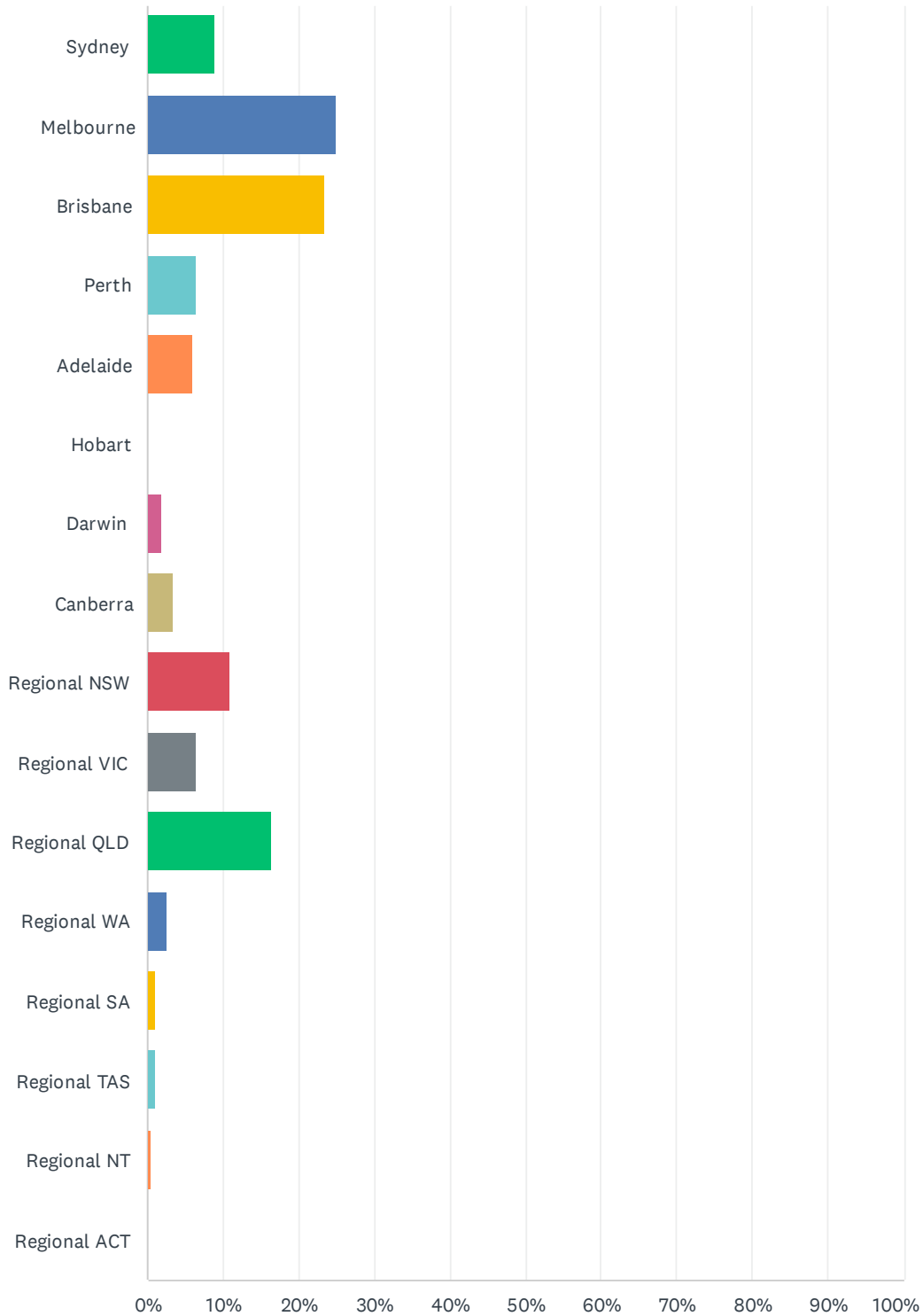
Answered: 200 Skipped: 1,524



ANSWER CHOICES	RESPONSES	
1	71.00%	142
2	22.00%	44
3	2.50%	5
4	3.00%	6
5	0.50%	1
6 or more	1.00%	2
Total Respondents: 200		

# Q16 What was the location of the investment properties you sold? You can choose multiple locations as required.

Answered: 201 Skipped: 1,523



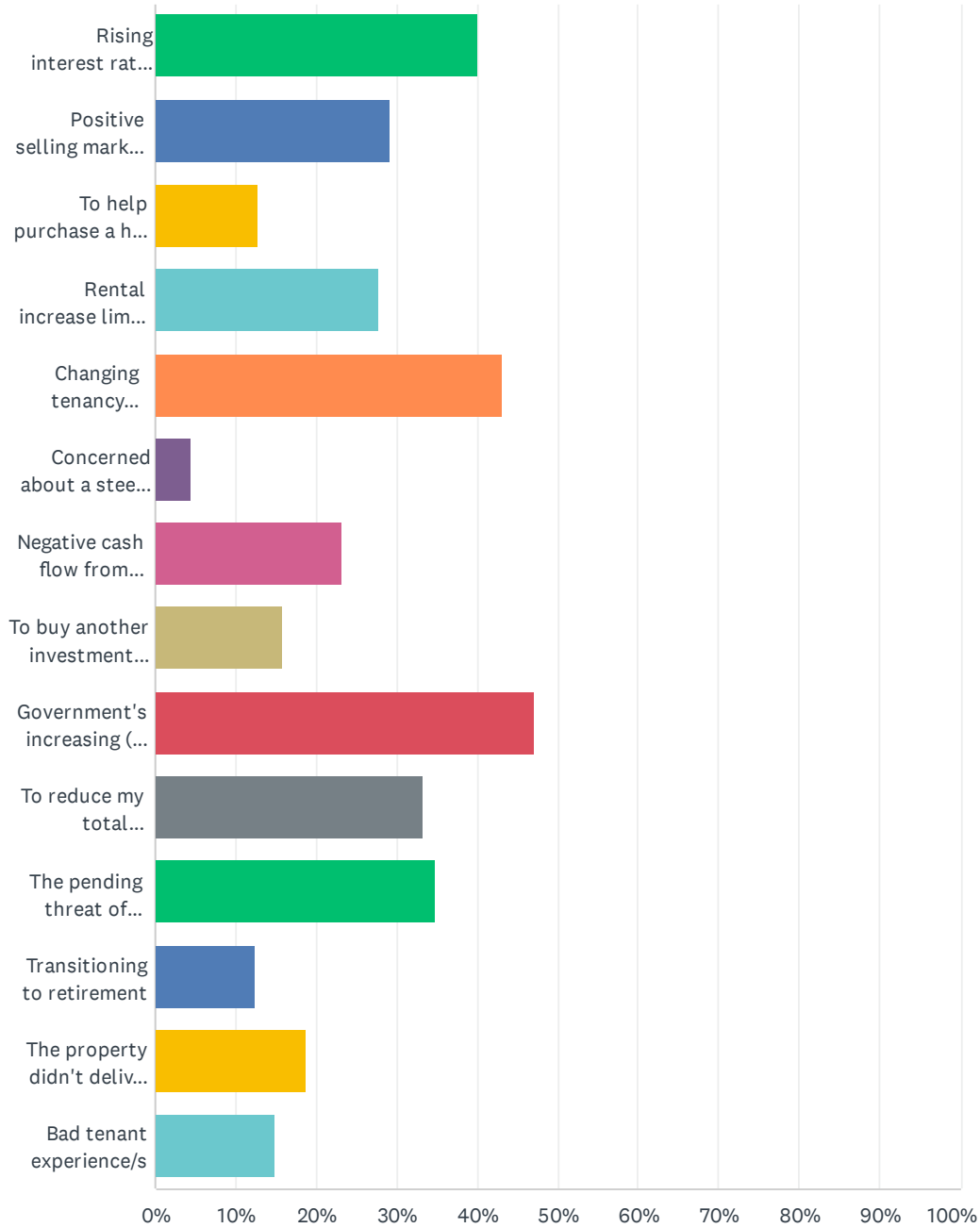


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Sydney	8.96%	18
Melbourne	24.88%	50
Brisbane	23.38%	47
Perth	6.47%	13
Adelaide	5.97%	12
Hobart	0.00%	0
Darwin	1.99%	4
Canberra	3.48%	7
Regional NSW	10.95%	22
Regional VIC	6.47%	13
Regional QLD	16.42%	33
Regional WA	2.49%	5
Regional SA	1.00%	2
Regional TAS	1.00%	2
Regional NT	0.50%	1
Regional ACT	0.00%	0
Total Respondents: 201		

### Q17 What were some of the reasons you sold an investment property or properties? You can select multiple reasons from the list below.

Answered: 202 Skipped: 1,522

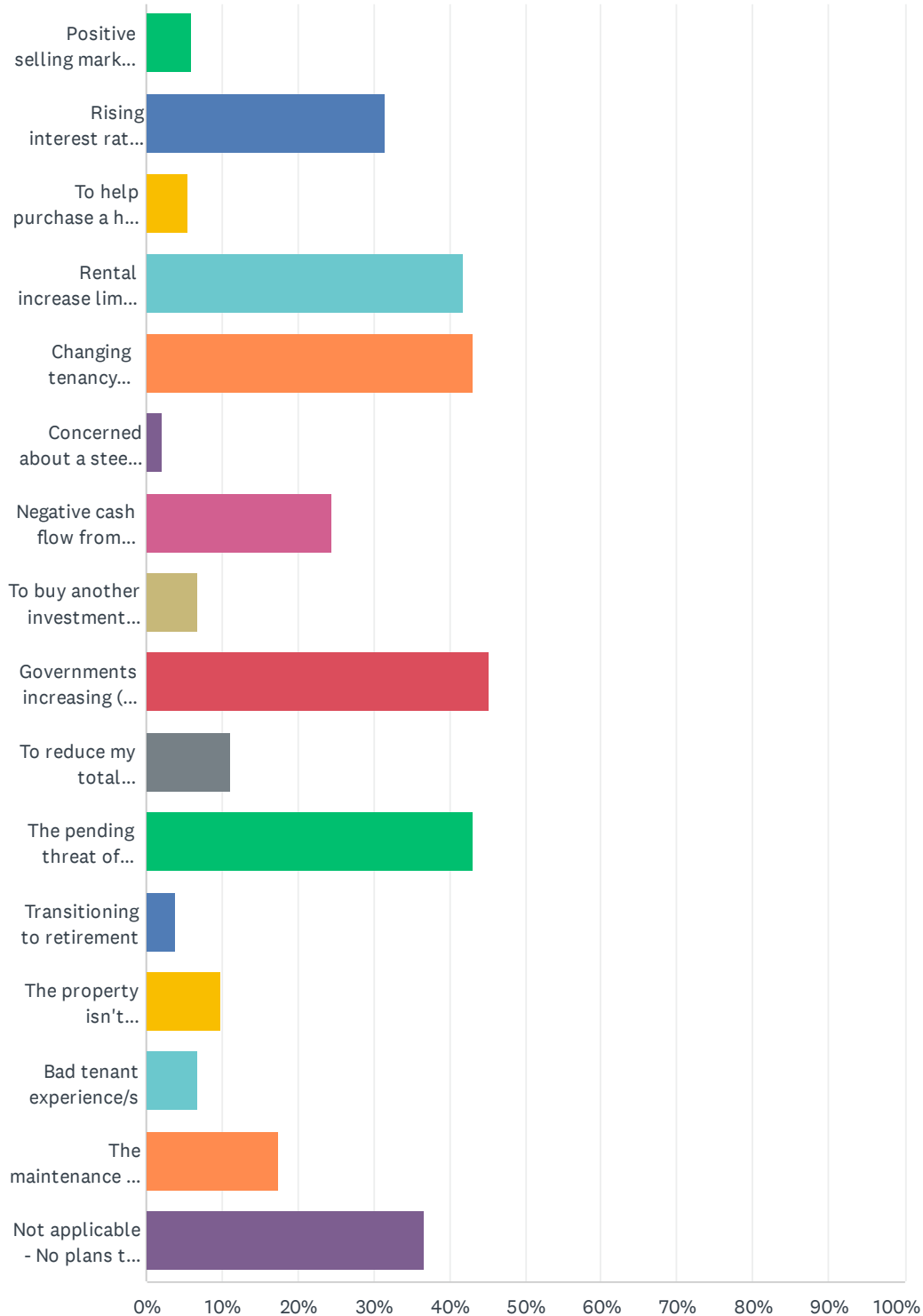


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Rising interest rates, higher loan repayments made it unaffordable to continue to hold	40.10%	81
Positive selling market conditions	29.21%	59
To help purchase a home to live in	12.87%	26
Rental increase limits or caps being implemented by governments	27.72%	56
Changing tenancy legislation impacting my control and increasing my compliance and holding costs	43.07%	87
Concerned about a steep fall in property prices	4.46%	9
Negative cash flow from higher mortgage repayments	23.27%	47
To buy another investment property	15.84%	32
Government's increasing (or threatening to increase) taxes, duties, and levies makes property a less attractive asset to hold (e.g new Victorian land tax)	47.03%	95
To reduce my total borrowings	33.17%	67
The pending threat of State, Territory, and Federal Governments' introducing rental freezes is why I sold now	34.65%	70
Transitioning to retirement	12.38%	25
The property didn't deliver the investment returns I expected (it underperformed)	18.81%	38
Bad tenant experience/s	14.85%	30
Total Respondents: 202		

Q18 If you are now thinking of selling one or more investment properties in the next year, what would be your reasons for selling? (You can select multiple reasons from the list below)

Answered: 1,526 Skipped: 198

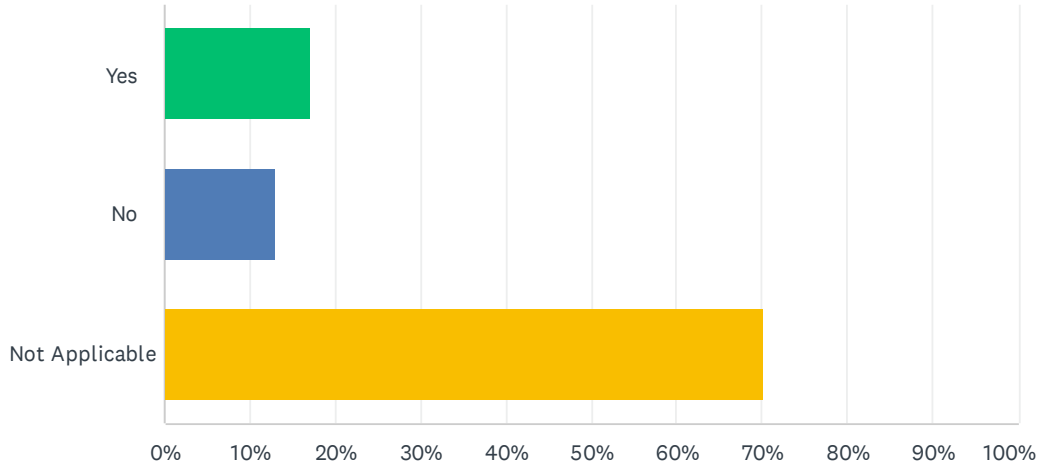


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Positive selling market conditions	5.96%	91
Rising interest rates and higher loan repayments is making it unaffordable for me to continue to hold	31.65%	483
To help purchase a home to live in	5.57%	85
Rental increase limits or caps being implemented by governments	41.87%	639
Changing tenancy legislation impacting my control and increasing my compliance and holding costs	43.05%	657
Concerned about a steep fall in property prices	2.23%	34
Negative cash flow from higher mortgage repayments	24.57%	375
To buy another investment property	6.75%	103
Governments increasing (or threatening to increase) taxes, duties, and levies make it a less attractive investment to hold (e.g. Victorian Government land tax increases)	45.22%	690
To reduce my total borrowings	11.01%	168
The pending threat of State, Territory or Federal Governments introducing a rental freeze would contribute to my decision to sell	42.99%	656
Transitioning to retirement	3.87%	59
The property isn't delivering the investment returns I expected (it's underperforming)	9.76%	149
Bad tenant experience/s	6.75%	103
The maintenance and repair, or insurance costs, have become too costly to hold the property/ies	17.56%	268
Not applicable - No plans to sell any properties in the next year	36.63%	559
Total Respondents: 1,526		

### Q19 If you sold one or more investment properties in the past year, do you think you will ever purchase another investment property in the future?

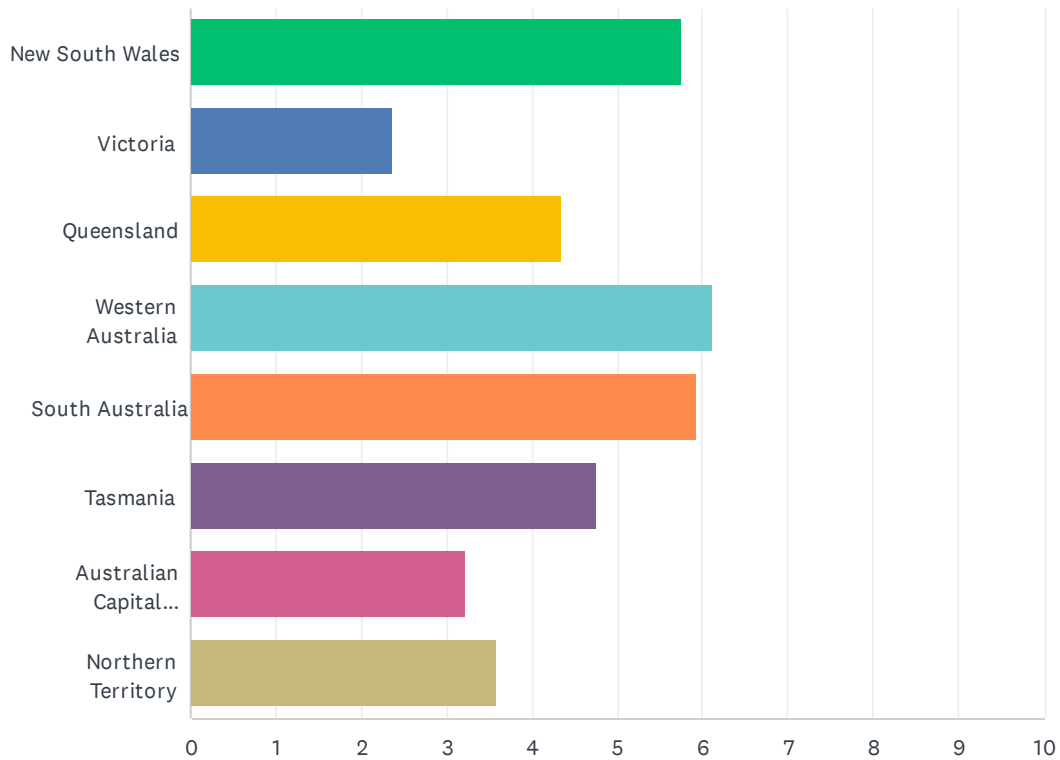
Answered: 1,527 Skipped: 197



ANSWER CHOICES	RESPONSES	
Yes	17.16%	262
No	12.90%	197
Not Applicable	70.20%	1,072
Total Respondents: 1,527		

Q20 Rank each State and Territory Government from Best to Worst in terms of positively supporting property investment in their state or territory. In considering your answer, take into account stamp duty, land tax, duties, levies, costs, and tenancy laws with 1 being the most accommodating and 8 being the least accommodating state for your investment dollars.

Answered: 1,451 Skipped: 273



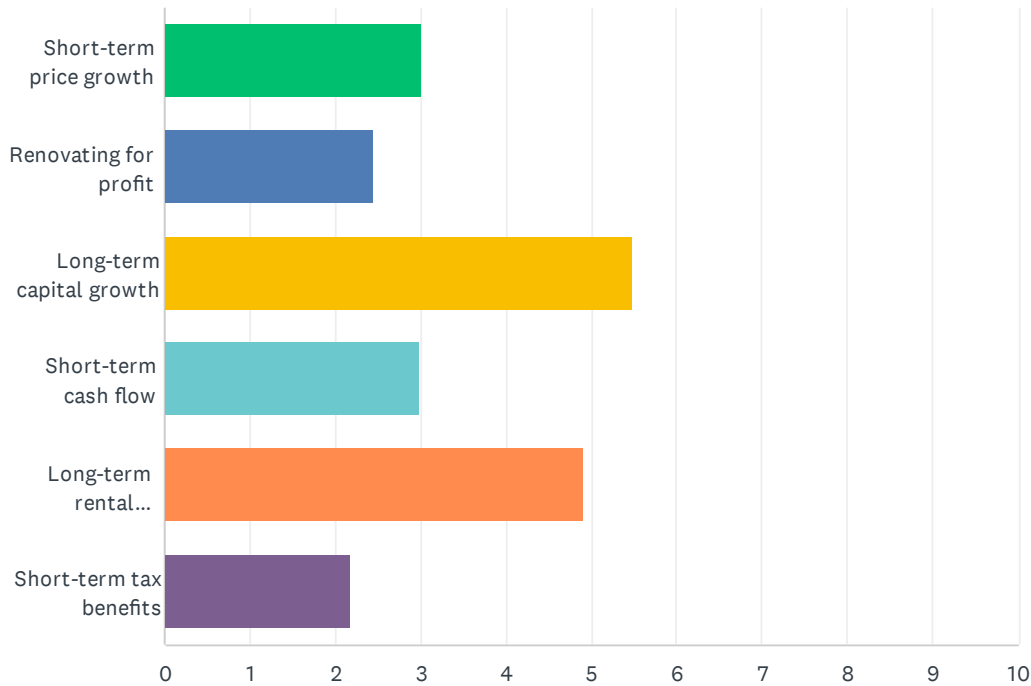
## 2023 PIPA Annual Investor Sentiment Survey

	1	2	3	4	5	6	7	8	TOTAL	SCORE
New South Wales	31.59% 442	15.51% 217	13.44% 188	9.65% 135	8.72% 122	10.94% 153	7.79% 109	2.36% 33	1,399	5.76
Victoria	3.16% 45	6.68% 95	4.08% 58	3.23% 46	4.85% 69	6.18% 88	14.34% 204	57.48% 818	1,423	2.37
Queensland	11.63% 164	13.83% 195	11.21% 158	9.50% 134	8.23% 116	13.48% 190	23.55% 332	8.58% 121	1,410	4.34
Western Australia	25.87% 356	21.66% 298	17.81% 245	17.81% 245	9.59% 132	4.14% 57	2.54% 35	0.58% 8	1,376	6.11
South Australia	16.72% 230	25.15% 346	22.31% 307	15.26% 210	13.44% 185	4.80% 66	1.89% 26	0.44% 6	1,376	5.92
Tasmania	5.79% 79	9.60% 131	18.55% 253	21.63% 295	19.57% 267	16.42% 224	6.89% 94	1.54% 21	1,364	4.76
Australian Capital Territory	1.90% 26	3.73% 51	4.61% 63	9.52% 130	16.11% 220	24.67% 337	27.60% 377	11.86% 162	1,366	3.22
Northern Territory	4.49% 61	3.90% 53	8.17% 111	13.02% 177	18.98% 258	18.76% 255	15.45% 210	17.22% 234	1,359	3.58



## Q21 In terms of return on investment with property, please rank the most important to least important drivers? (1 being most important, 6 being least important)

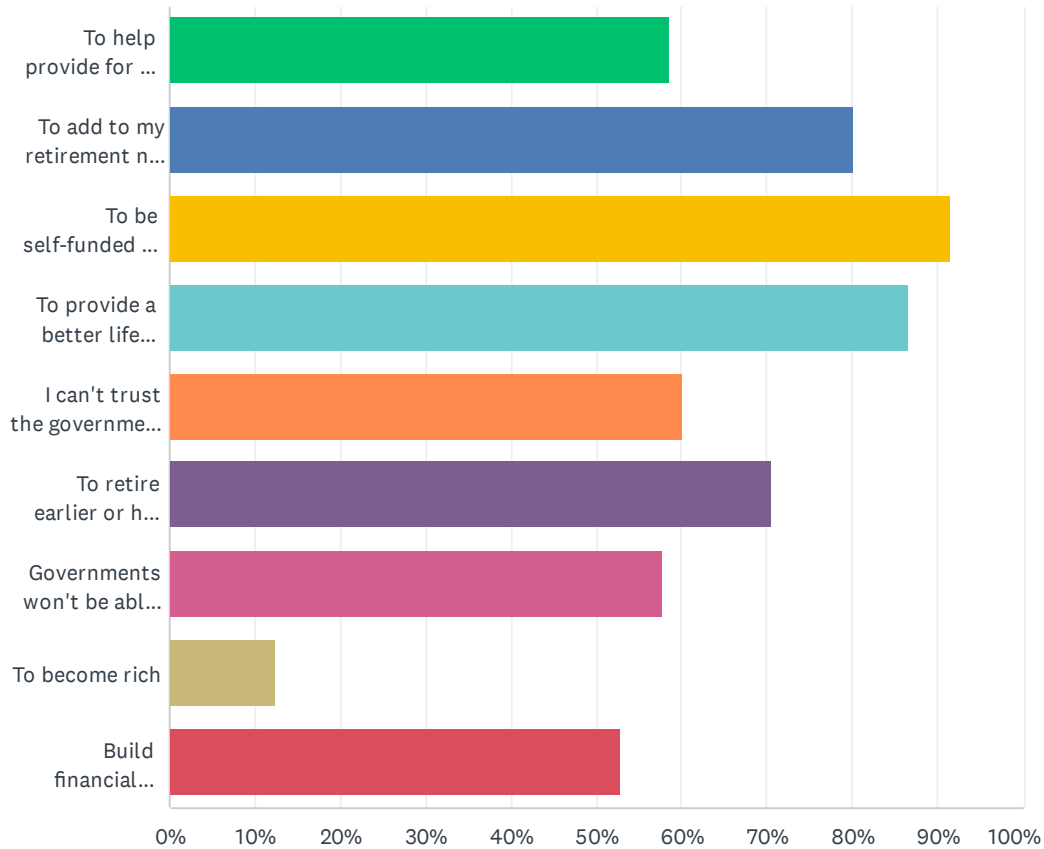
Answered: 1,550 Skipped: 174



	1	2	3	4	5	6	TOTAL	SCORE
Short-term price growth	3.61% 56	8.19% 127	24.26% 376	26.90% 417	22.13% 343	14.90% 231	1,550	3.00
Renovating for profit	2.39% 37	3.81% 59	20.77% 322	16.97% 263	22.65% 351	33.42% 518	1,550	2.46
Long-term capital growth	65.42% 1,014	24.06% 373	5.94% 92	2.58% 40	1.35% 21	0.65% 10	1,550	5.48
Short-term cash flow	2.71% 42	8.00% 124	22.06% 342	29.48% 457	28.06% 435	9.68% 150	1,550	2.99
Long-term rental (passive) income	25.29% 392	53.55% 830	11.35% 176	5.81% 90	3.23% 50	0.77% 12	1,550	4.90
Short-term tax benefits	0.58% 9	2.39% 37	15.61% 242	18.26% 283	22.58% 350	40.58% 629	1,550	2.18

## Q22 Why do you, or why are you, planning to invest in property? Tick as many as apply to you.

Answered: 1,541 Skipped: 183

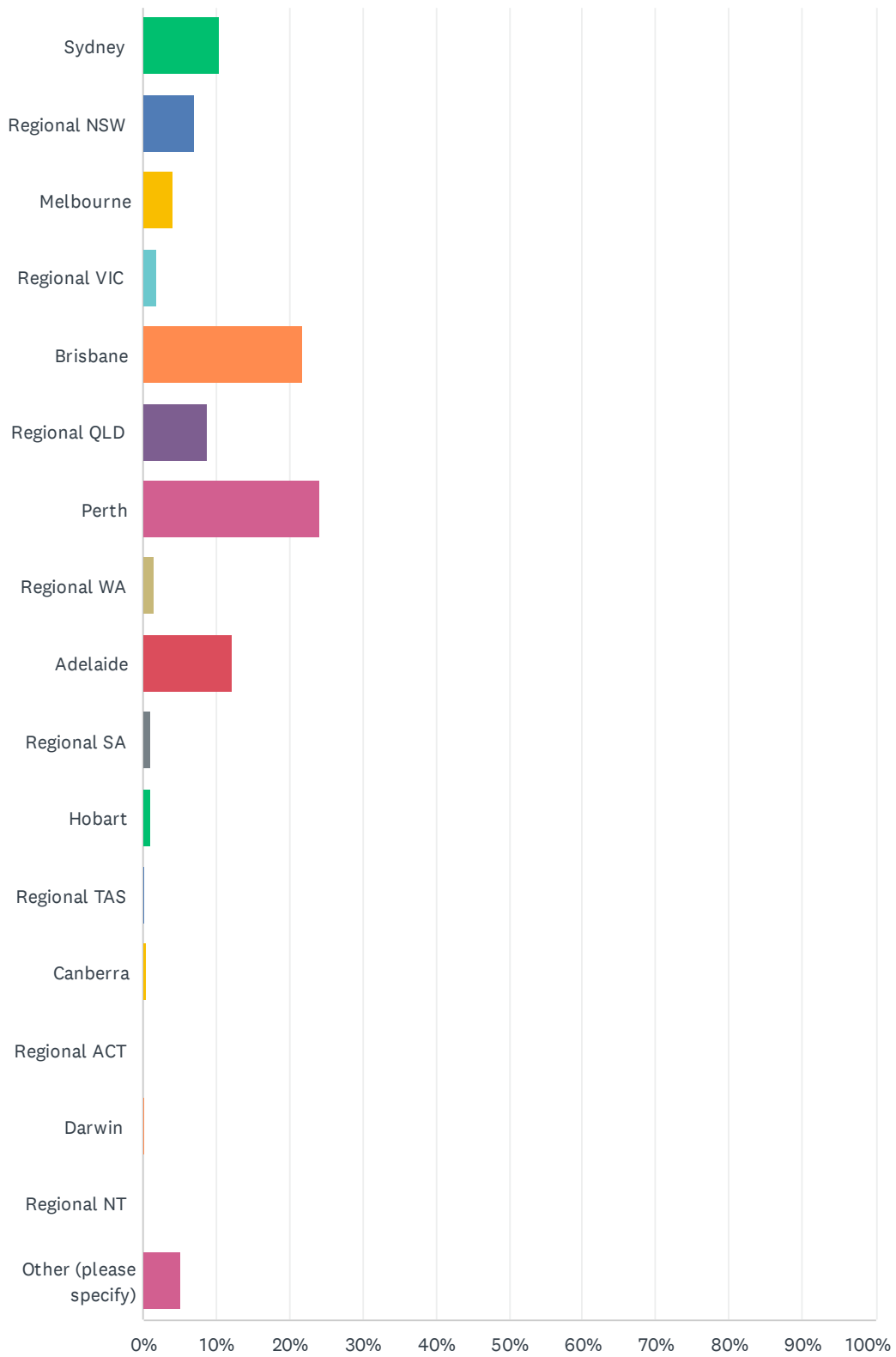


ANSWER CHOICES	RESPONSES
To help provide for my child/children	58.66% 904
To add to my retirement nest egg	80.08% 1,234
To be self-funded in retirement, without any reliance on government support (pay my own way)	91.43% 1,409
To provide a better life financially for myself (and my family)	86.57% 1,334
I can't trust the government to not change superannuation rules and/or charging higher taxes in super	60.09% 926
To retire earlier or have the option to work less	70.54% 1,087
Governments won't be able to sustainably afford to fund the pension, therefore I don't want to rely on the government	57.69% 889
To become rich	12.46% 192
Build financial legacy to pass on inheritance to next generation/s	52.82% 814
Total Respondents: 1,541	

**Q23 In your opinion, where is the most appealing location to invest in the next 12 months?**

Answered: 1,550 Skipped: 174

# 2023 PIPA Annual Investor Sentiment Survey

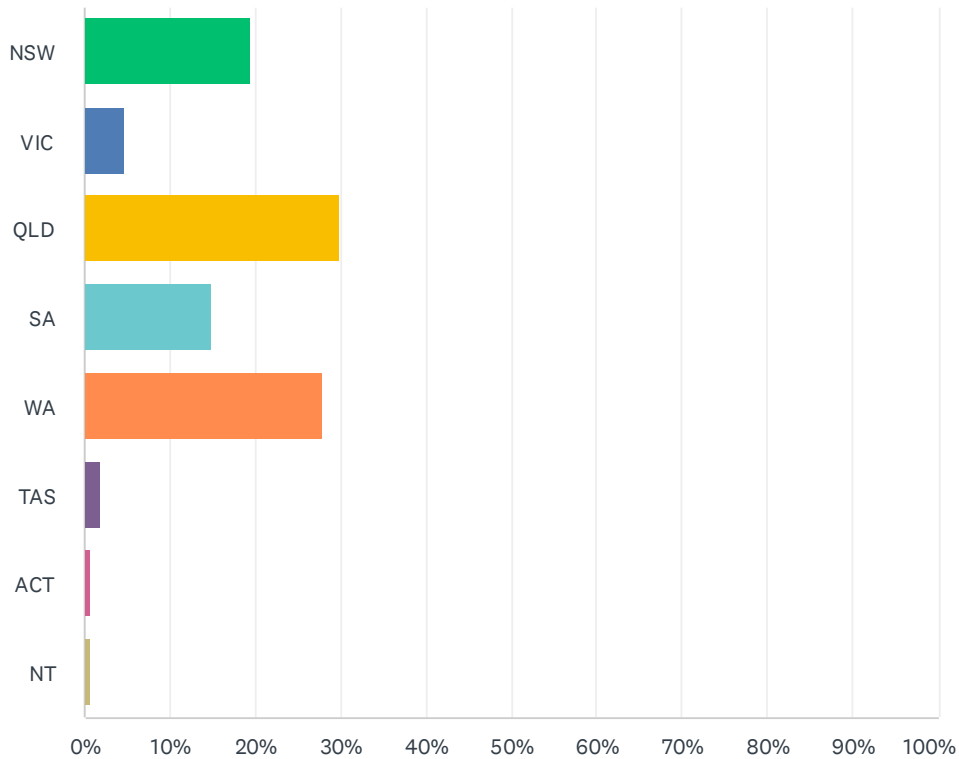


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Sydney	10.52%	163
Regional NSW	6.97%	108
Melbourne	4.00%	62
Regional VIC	1.94%	30
Brisbane	21.81%	338
Regional QLD	8.77%	136
Perth	24.06%	373
Regional WA	1.55%	24
Adelaide	12.06%	187
Regional SA	1.16%	18
Hobart	1.03%	16
Regional TAS	0.19%	3
Canberra	0.45%	7
Regional ACT	0.06%	1
Darwin	0.26%	4
Regional NT	0.06%	1
Other (please specify)	5.10%	79
<b>TOTAL</b>		<b>1,550</b>

## Q24 Thinking about your answer to the previous question, which State or Territory do you believe offers the best investment prospects over the next 12 months?

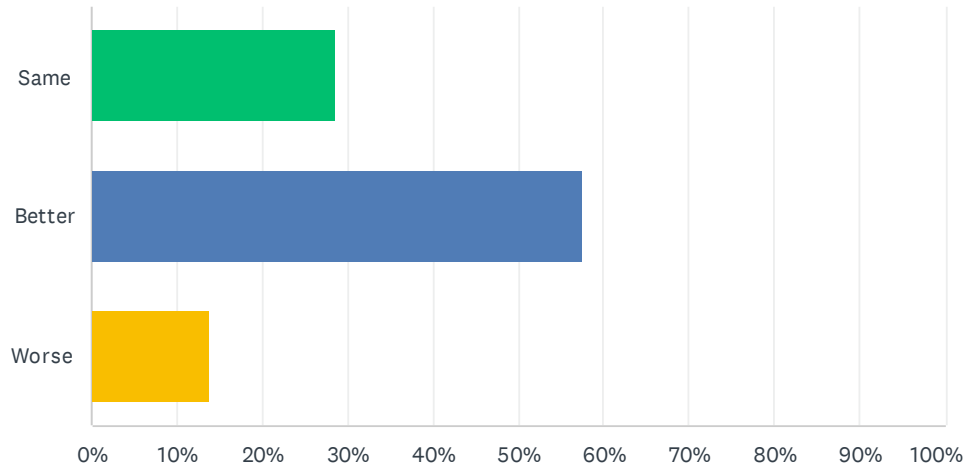
Answered: 1,550 Skipped: 174



ANSWER CHOICES	RESPONSES	
NSW	19.35%	300
VIC	4.71%	73
QLD	29.81%	462
SA	14.90%	231
WA	28.00%	434
TAS	1.87%	29
ACT	0.71%	11
NT	0.65%	10
<b>TOTAL</b>		<b>1,550</b>

## Q25 Do you see property prices in your home state territory staying the same, better or worse in 12 months' time?

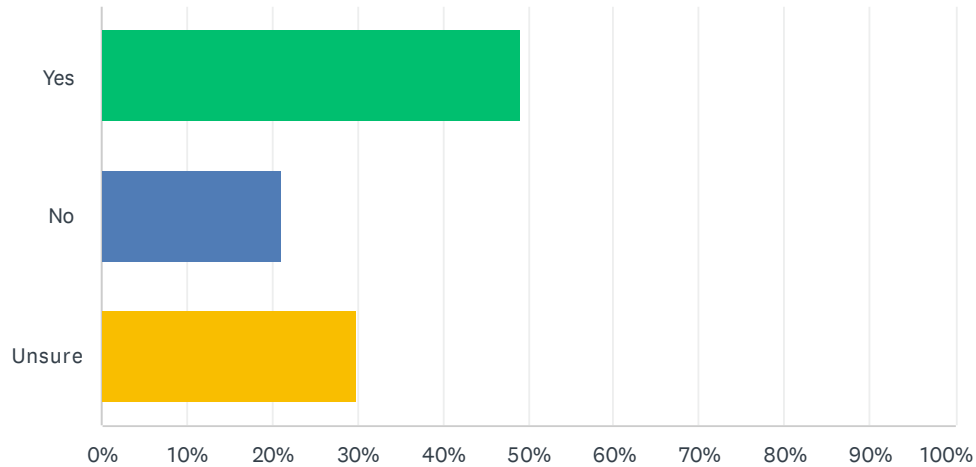
Answered: 1,550 Skipped: 174



ANSWER CHOICES	RESPONSES
Same	28.58% 443
Better	57.48% 891
Worse	13.94% 216
TOTAL	1,550

## Q26 Do you intend to buy your next investment property in a different State than the one you live in?

Answered: 1,550 Skipped: 174

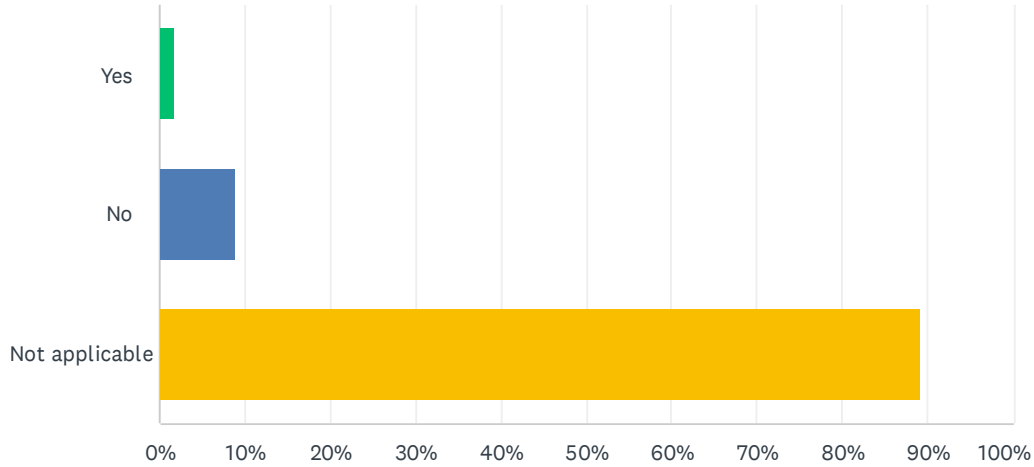


ANSWER CHOICES	RESPONSES
Yes	48.97% 759
No	21.10% 327
Unsure	29.94% 464
TOTAL	1,550



## Q27 If you moved to another location during the COVID19 pandemic, are you considering returning to your previous home location?

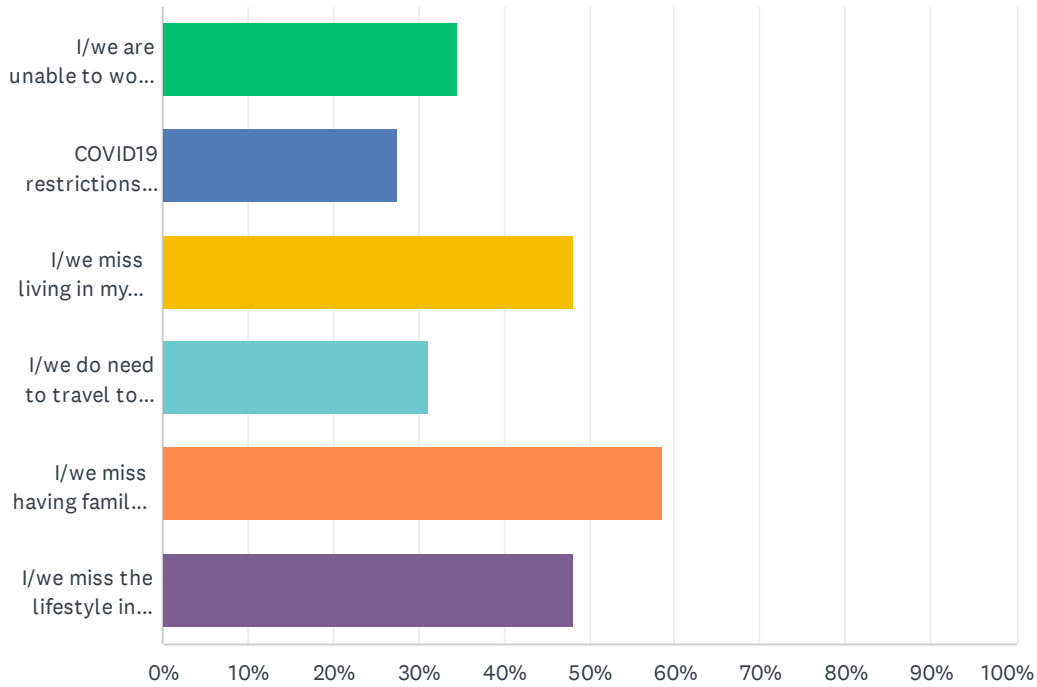
Answered: 1,548 Skipped: 176



ANSWER CHOICES	RESPONSES	
Yes	1.81%	28
No	9.04%	140
Not applicable	89.15%	1,380
<b>TOTAL</b>		<b>1,548</b>

## Q28 If, yes, what are some of the reasons why you may return to your previous home location?

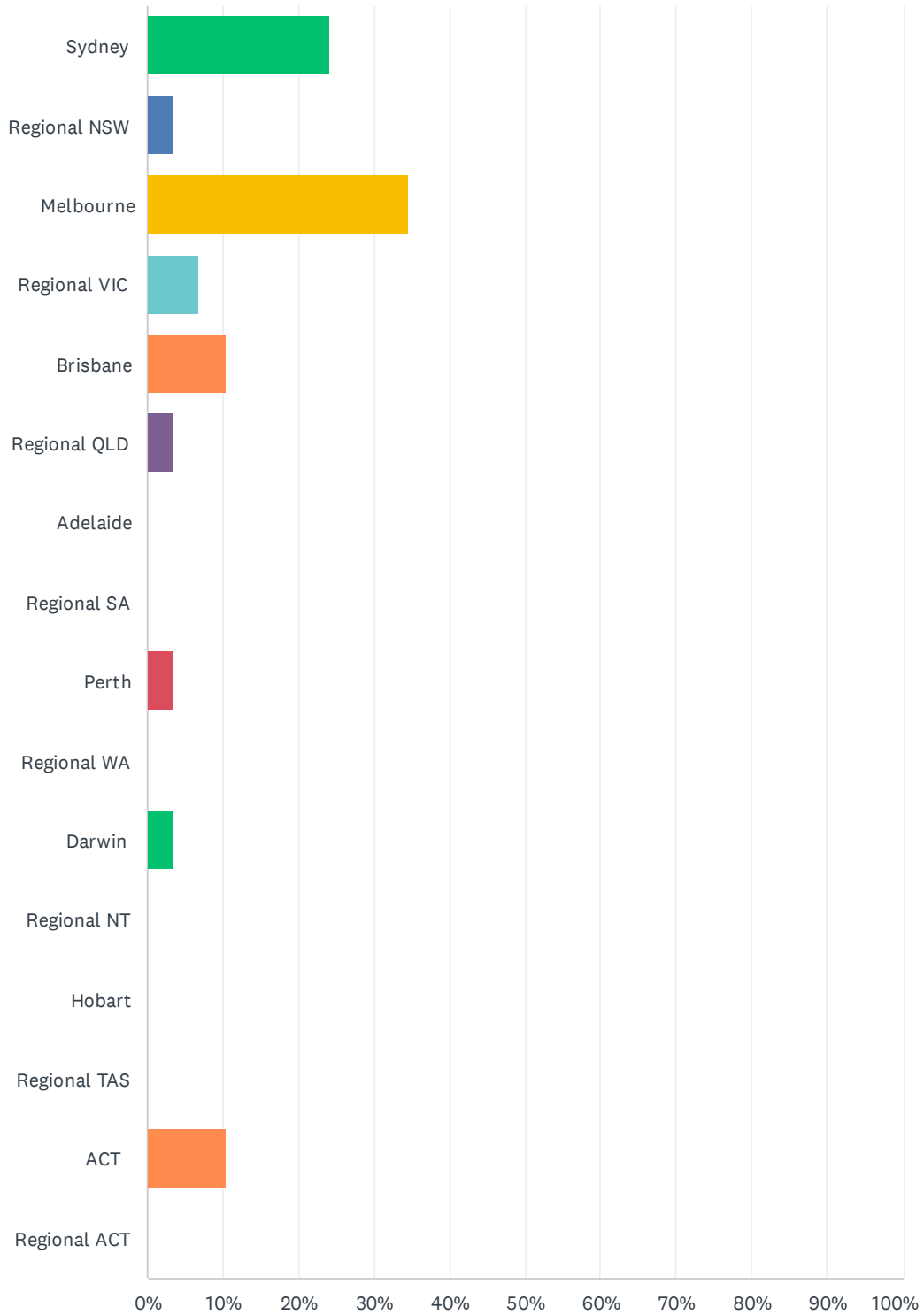
Answered: 29 Skipped: 1,695



ANSWER CHOICES	RESPONSES	
I/we are unable to work from home anymore	34.48%	10
COVID19 restrictions are over	27.59%	8
I/we miss living in my previous location	48.28%	14
I/we do need to travel to the office and the commute is now too hard	31.03%	9
I/we miss having family and friends close by	58.62%	17
I/we miss the lifestyle in our former location	48.28%	14
Total Respondents: 29		

## Q29 Where are you considering relocating back to?

Answered: 29 Skipped: 1,695

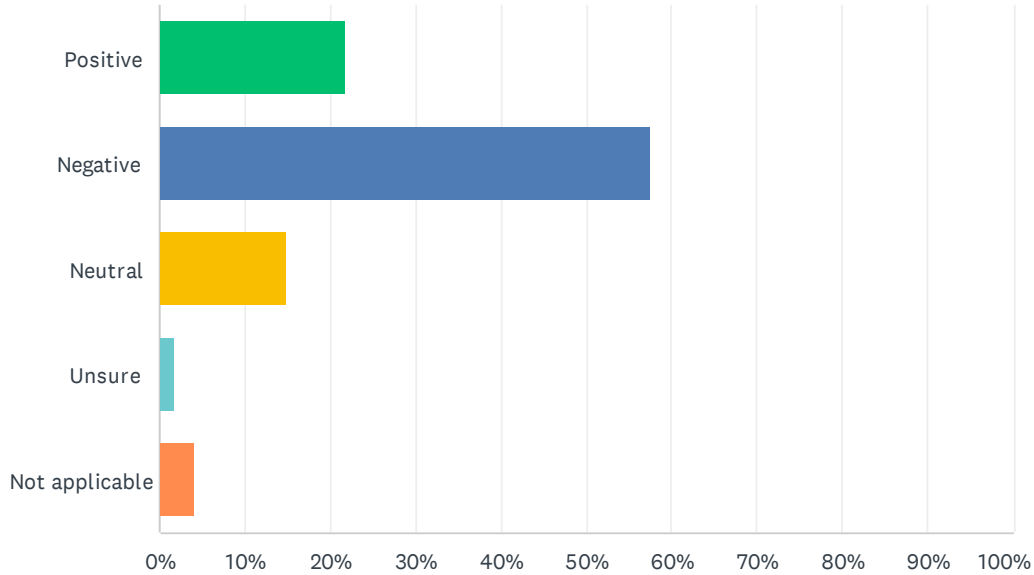


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Sydney	24.14%	7
Regional NSW	3.45%	1
Melbourne	34.48%	10
Regional VIC	6.90%	2
Brisbane	10.34%	3
Regional QLD	3.45%	1
Adelaide	0.00%	0
Regional SA	0.00%	0
Perth	3.45%	1
Regional WA	0.00%	0
Darwin	3.45%	1
Regional NT	0.00%	0
Hobart	0.00%	0
Regional TAS	0.00%	0
ACT	10.34%	3
Regional ACT	0.00%	0
<b>TOTAL</b>		<b>29</b>

### Q30 In terms of rental income, what will your existing investment property/portfolio generate in cash flow this financial year?

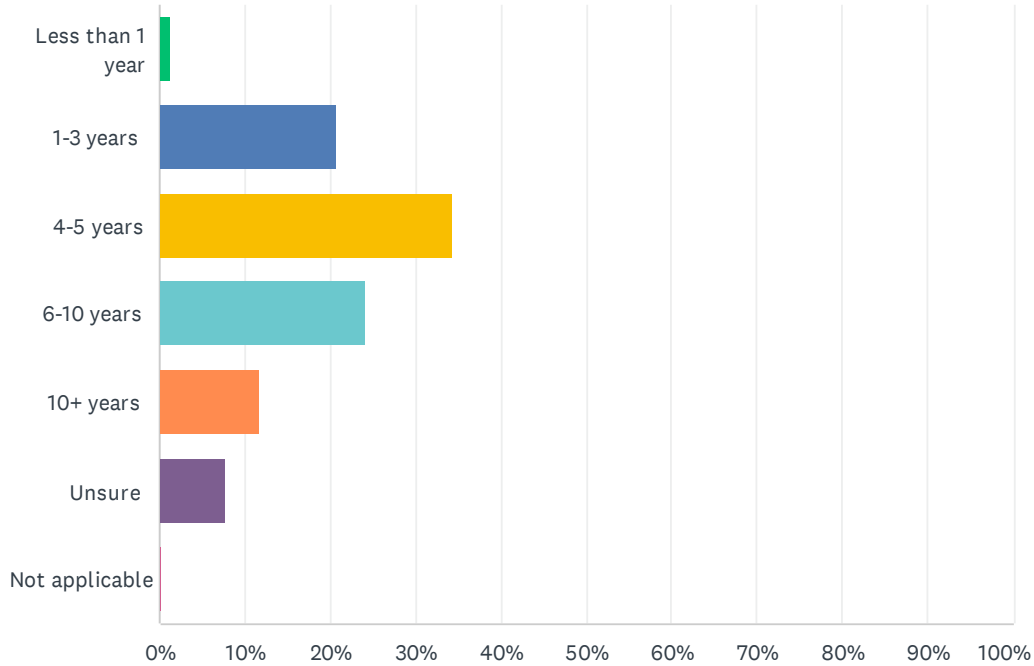
Answered: 1,545 Skipped: 179



ANSWER CHOICES	RESPONSES	
Positive	21.75%	336
Negative	57.61%	890
Neutral	15.02%	232
Unsure	1.62%	25
Not applicable	4.01%	62
<b>TOTAL</b>		<b>1,545</b>

### Q31 If negative, how long until you expect it will turn positively geared to generate passive income for you?

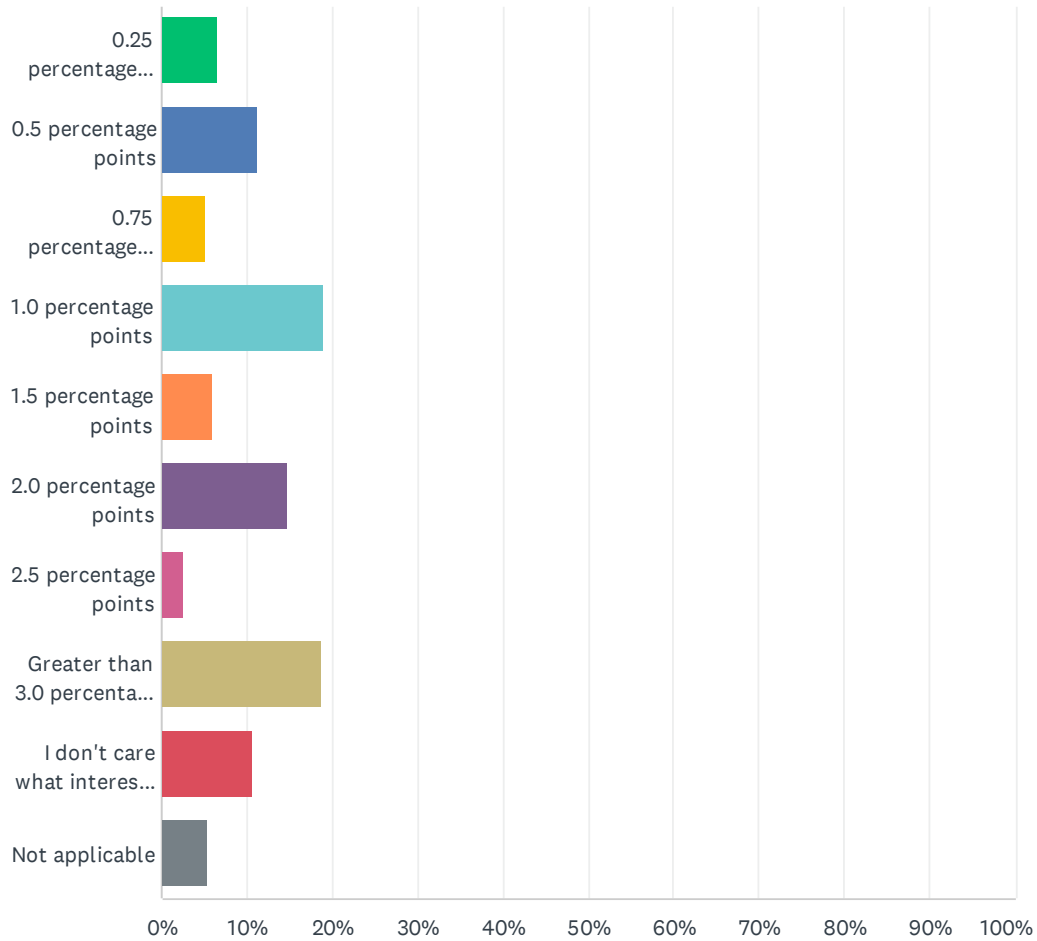
Answered: 876 Skipped: 848



ANSWER CHOICES	RESPONSES	
Less than 1 year	1.37%	12
1-3 years	20.66%	181
4-5 years	34.36%	301
6-10 years	24.09%	211
10+ years	11.76%	103
Unsure	7.65%	67
Not applicable	0.11%	1
<b>TOTAL</b>		<b>876</b>

### Q32 With high interest rates at present, at what further increase would you consider selling an investment property because of financial reasons?

Answered: 877 Skipped: 847



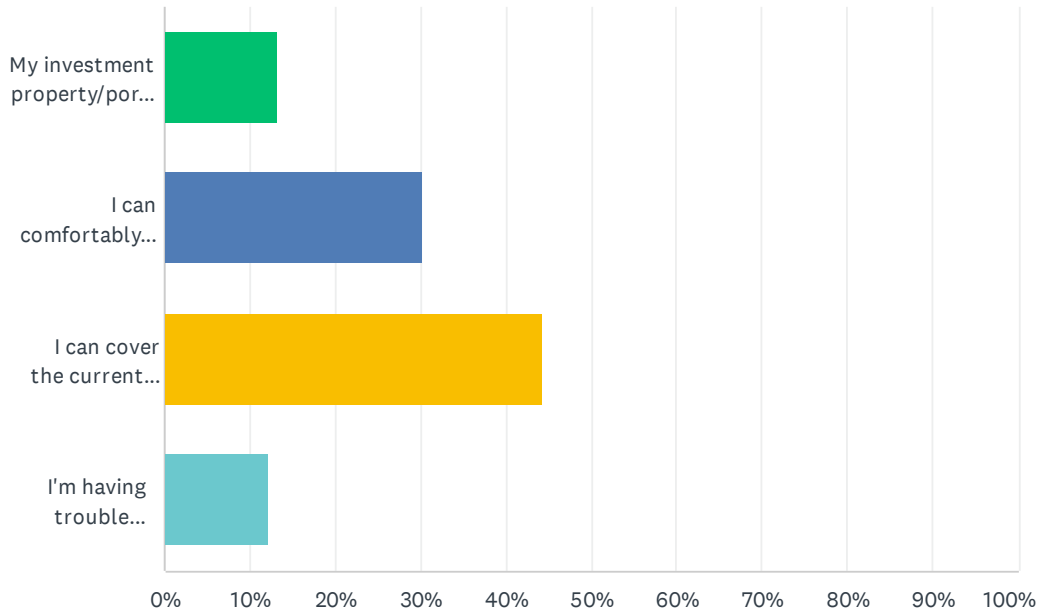
## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
0.25 percentage points	6.61%	58
0.5 percentage points	11.29%	99
0.75 percentage points	5.13%	45
1.0 percentage points	19.04%	167
1.5 percentage points	6.04%	53
2.0 percentage points	14.71%	129
2.5 percentage points	2.51%	22
Greater than 3.0 percentage points	18.70%	164
I don't care what interest rate I pay	10.60%	93
Not applicable	5.36%	47
<b>TOTAL</b>		<b>877</b>



### Q33 Which one of these statements best describes your situation?

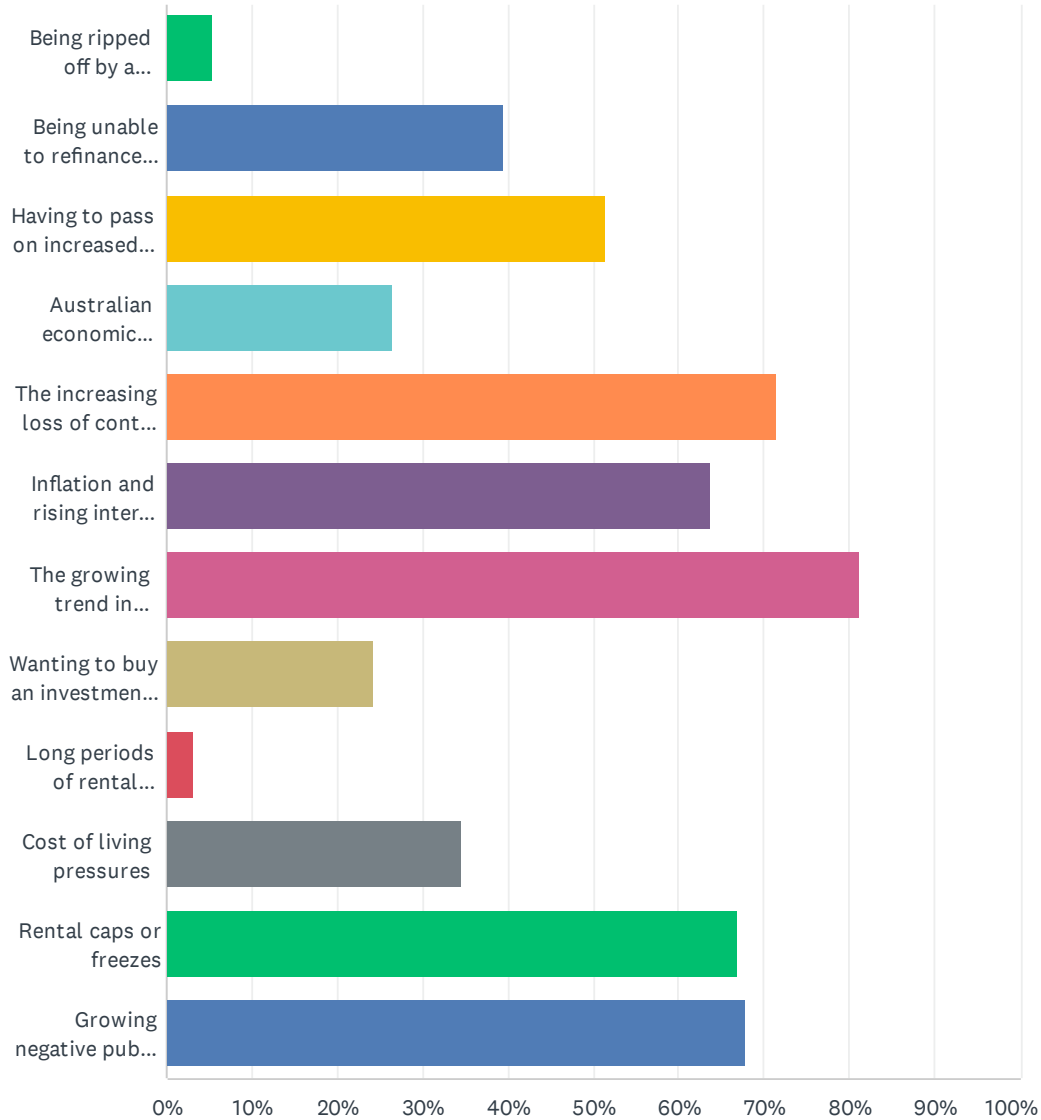
Answered: 1,515 Skipped: 209



ANSWER CHOICES	RESPONSES	
My investment property/portfolio of properties generates a passive income	13.20%	200
I can comfortably cover any cashflow shortfall at the moment	30.30%	459
I can cover the current cashflow shortfall, but my cashflows are tight	44.36%	672
I'm having trouble covering the cashflow shortfall at the moment	12.15%	184
<b>TOTAL</b>		<b>1,515</b>

Q34 What are the biggest challenges or concerns for you as a property investor right now? Tick as many responses that you think apply to you.

Answered: 1,510 Skipped: 214

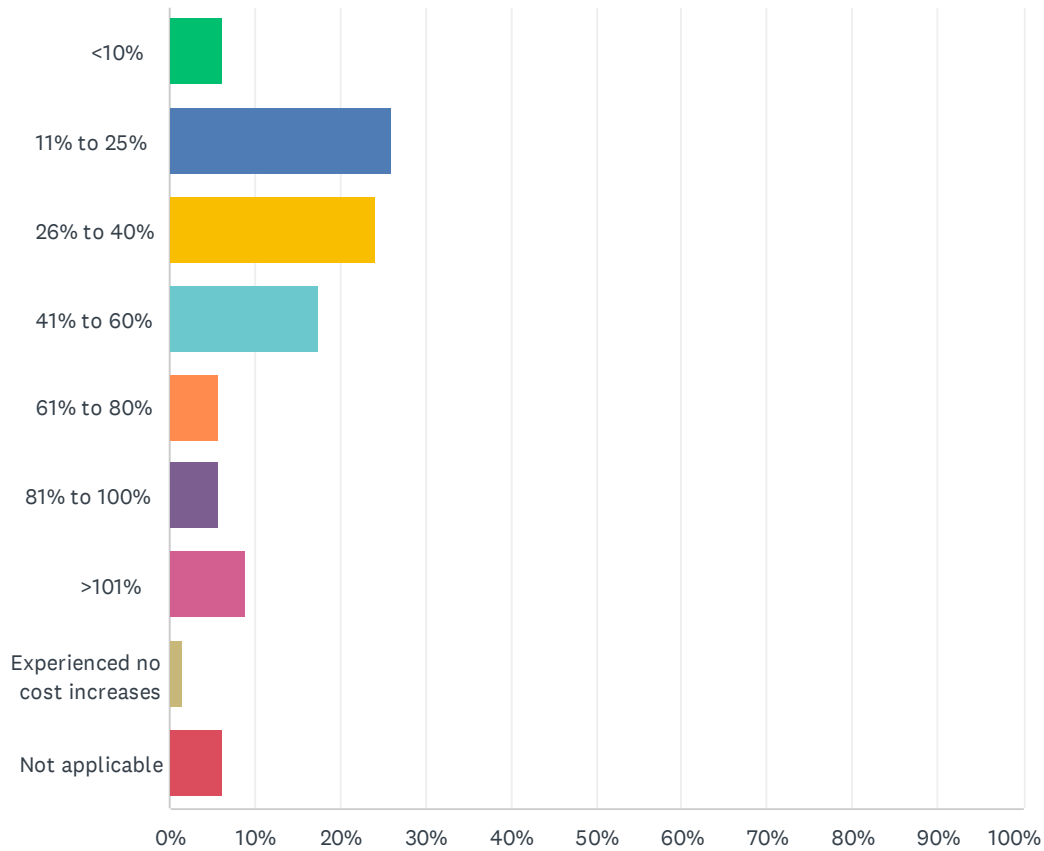


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Being ripped off by a property spruiker	5.23%	79
Being unable to refinance my existing lending (mortgage prison) to a better deal due to lender servicing restrictions	39.40%	595
Having to pass on increased holding costs to your tenants through higher rents	51.39%	776
Australian economic conditions	26.42%	399
The increasing loss of control of the property you own and increased compliance costs, associated with new tenancy law reforms	71.52%	1,080
Inflation and rising interest rates	63.84%	964
The growing trend in governments increasing taxes specifically targeted at property investors	81.26%	1,227
Wanting to buy an investment property, but not being able to secure new lending	24.30%	367
Long periods of rental vacancy	3.11%	47
Cost of living pressures	34.50%	521
Rental caps or freezes	66.89%	1,010
Growing negative public perception of the important role property investors play in helping supply much need rental properties - lead by certain political parties and tenancy associations	67.88%	1,025
Total Respondents: 1,510		

## Q35 Given higher interest rates off the back of higher inflation, and higher general holding costs, when compared to last year, how much have your holding costs increased?

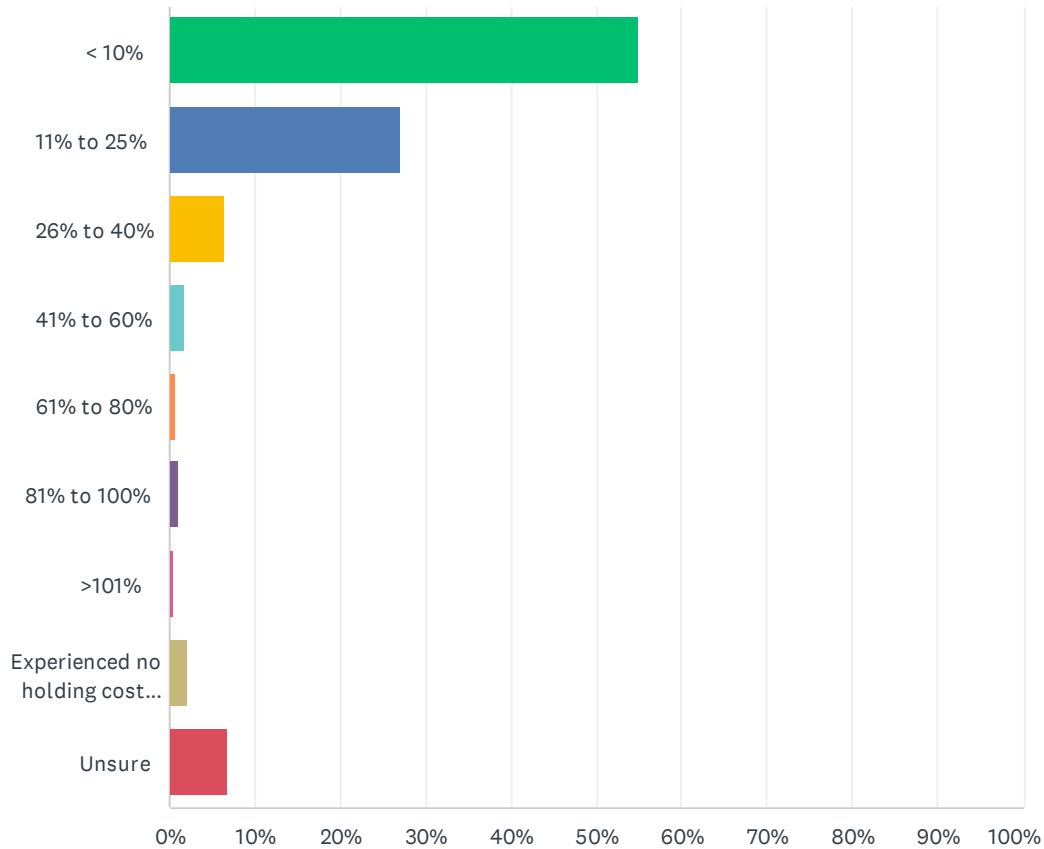
Answered: 1,507 Skipped: 217



ANSWER CHOICES	RESPONSES	
<10%	6.17%	93
11% to 25%	26.08%	393
26% to 40%	24.15%	364
41% to 60%	17.52%	264
61% to 80%	5.77%	87
81% to 100%	5.71%	86
>101%	8.89%	134
Experienced no cost increases	1.39%	21
Not applicable	6.17%	93
Total Respondents: 1,507		

### Q36 If your costs have increased, how much are you passing onto your tenant/s to recover these increased out of pocket expenses?

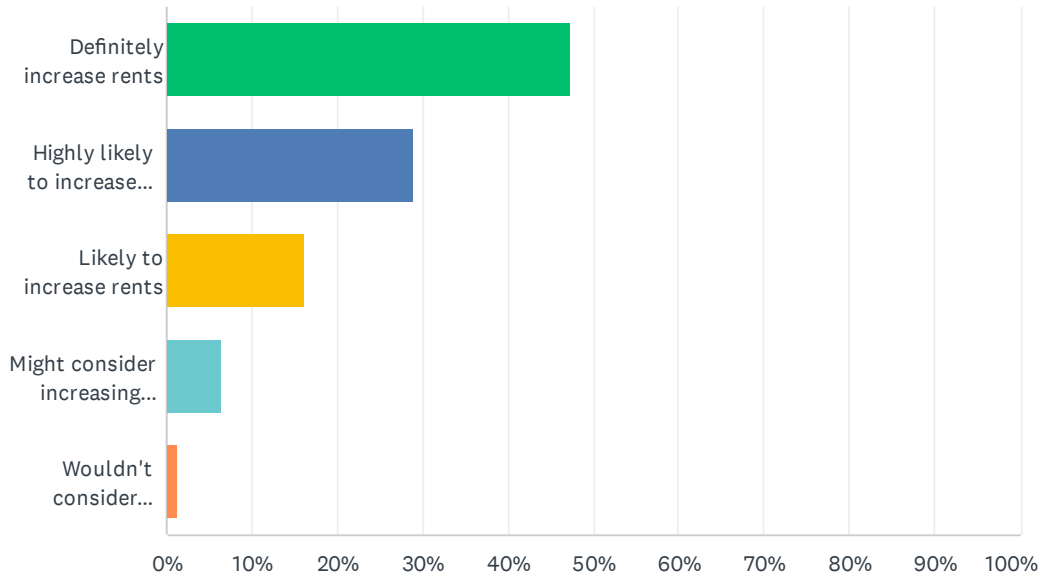
Answered: 1,490 Skipped: 234



ANSWER CHOICES	RESPONSES	
< 10%	55.10%	821
11% to 25%	26.98%	402
26% to 40%	6.31%	94
41% to 60%	1.61%	24
61% to 80%	0.74%	11
81% to 100%	1.01%	15
>101%	0.34%	5
Experienced no holding cost increases	2.21%	33
Unsure	6.85%	102
Total Respondents: 1,490		

### Q37 If government was to further increase, or introduce, any new taxes or compliance costs, what would be your intended action on rents be?

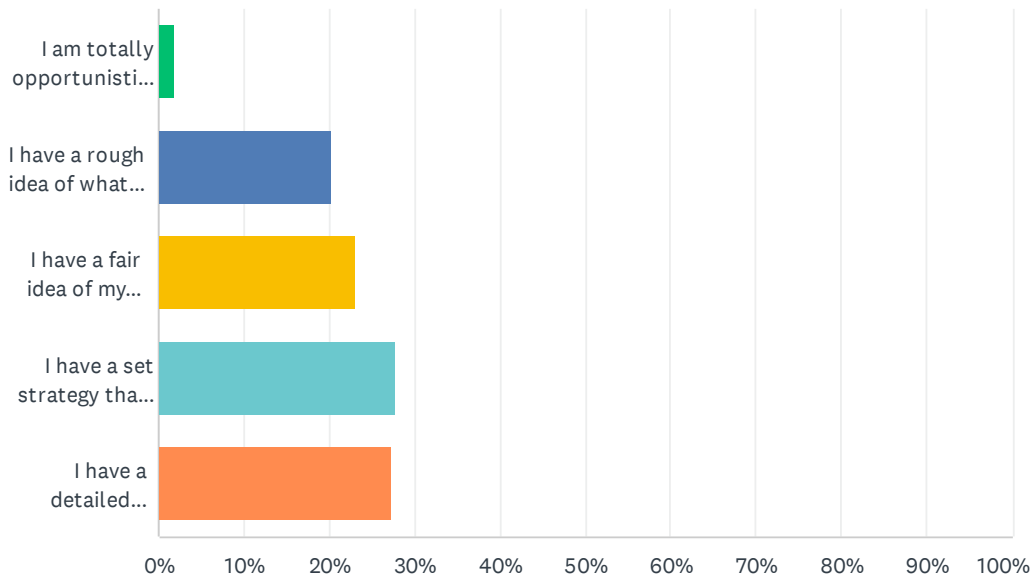
Answered: 1,502 Skipped: 222



ANSWER CHOICES	RESPONSES	
Definitely increase rents	47.27%	710
Highly likely to increase rents	29.03%	436
Likely to increase rents	16.11%	242
Might consider increasing rents	6.39%	96
Wouldn't consider increasing rents	1.20%	18
<b>TOTAL</b>		<b>1,502</b>

### Q38 Which of the following best describes you as a property investor?

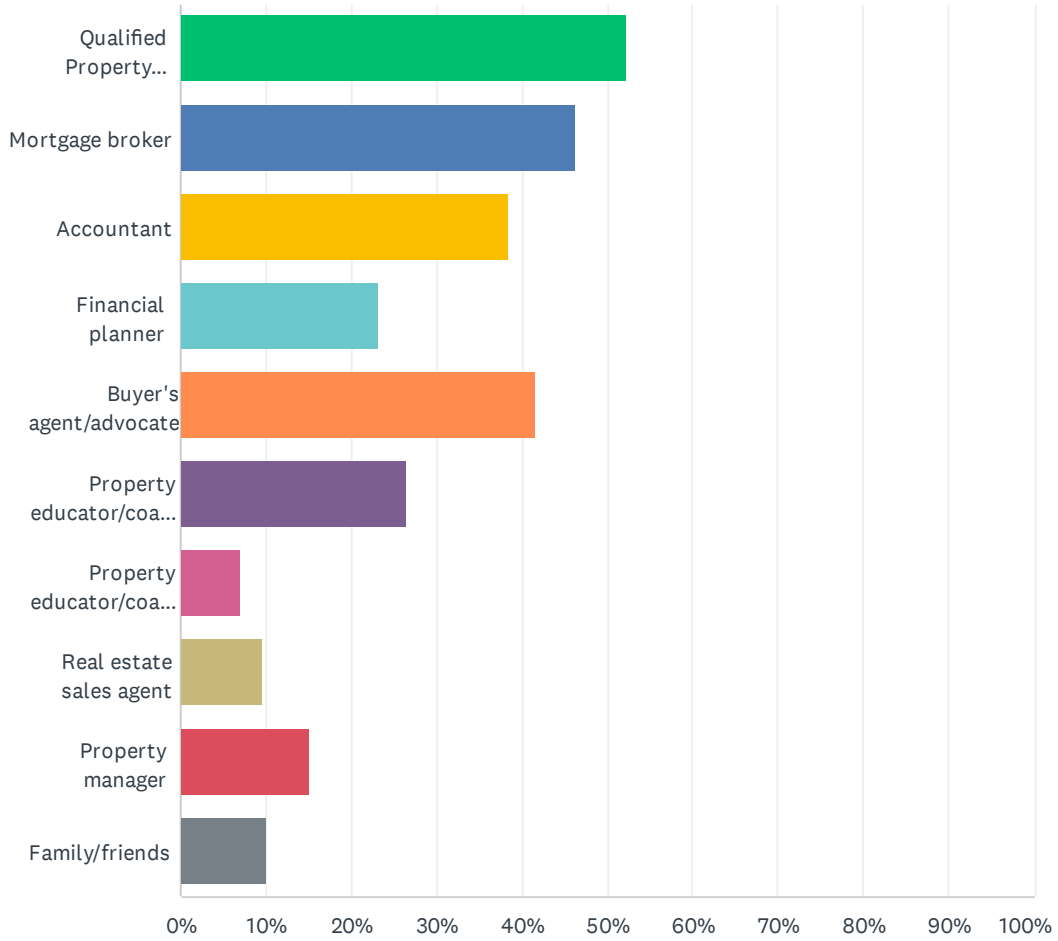
Answered: 1,496 Skipped: 228



ANSWER CHOICES	RESPONSES	
I am totally opportunistic and don't work to an investment plan	1.87%	28
I have a rough idea of what I want to achieve, but I don't have a set investment plan	20.25%	303
I have a fair idea of my investment plans for the next five years or so	22.93%	343
I have a set strategy that I am working towards for the long-term but I don't have it fully modelled or in a detailed written plan	27.74%	415
I have a detailed modelled plan in writing to match my long-term property investment goals	27.21%	407
<b>TOTAL</b>		<b>1,496</b>

### Q39 Where have you sought/where do you plan to seek property investment advice from? (Please select all that apply)

Answered: 1,496 Skipped: 228



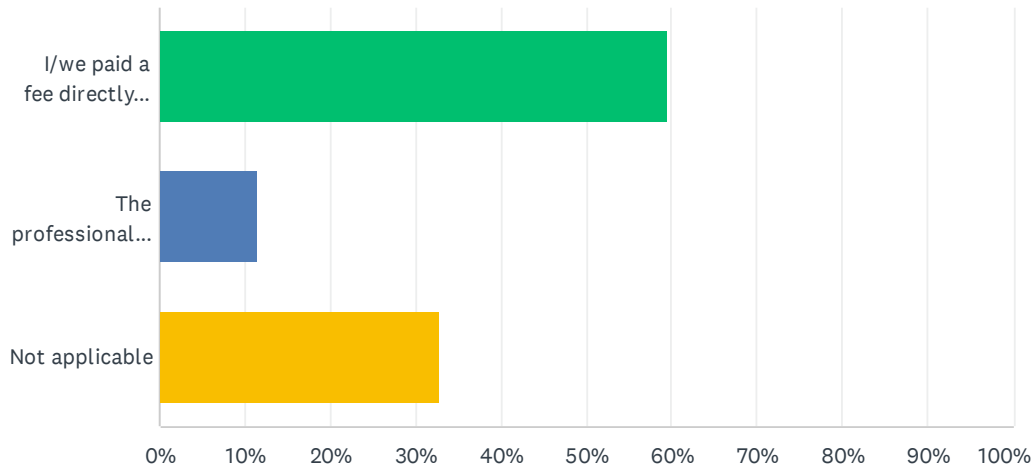


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Qualified Property Investment Adviser	52.14%	780
Mortgage broker	46.26%	692
Accountant	38.30%	573
Financial planner	23.20%	347
Buyer's agent/advocate	41.58%	622
Property educator/coach with formal/professional qualifications	26.34%	394
Property educator/coach without formal/professional qualifications	6.95%	104
Real estate sales agent	9.49%	142
Property manager	15.24%	228
Family/friends	10.03%	150
Total Respondents: 1,496		

### Q40 If you sought property investment advice from a professional - did you pay a fee to the professional directly for this advice or was the professional paid in some other way, via a commission, referral fee, etc?

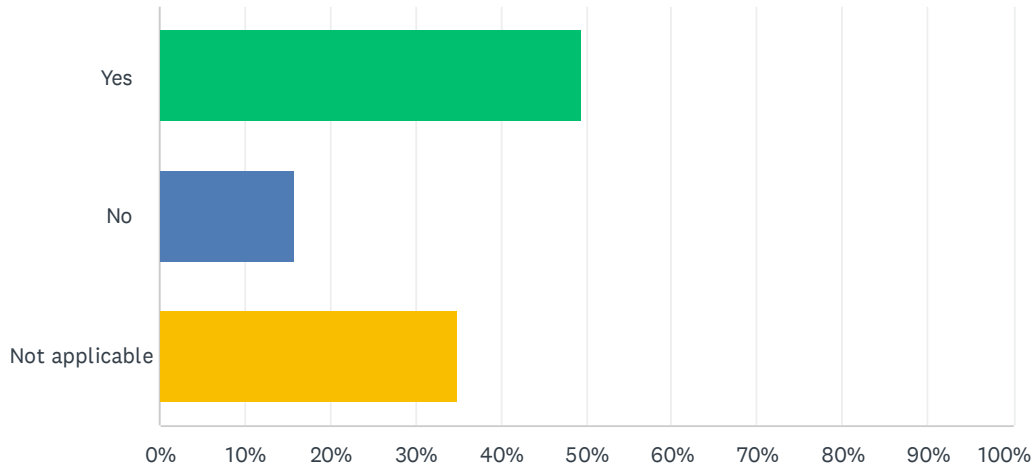
Answered: 1,496 Skipped: 228



ANSWER CHOICES	RESPONSES	
I/we paid a fee directly to the professional	59.49%	890
The professional didn't charge us directly	11.43%	171
Not applicable	32.75%	490
Total Respondents: 1,496		

### Q41 Again, if you sought property investment advice from a professional - did they provide you with a written report or plan documenting their advice?

Answered: 1,496 Skipped: 228

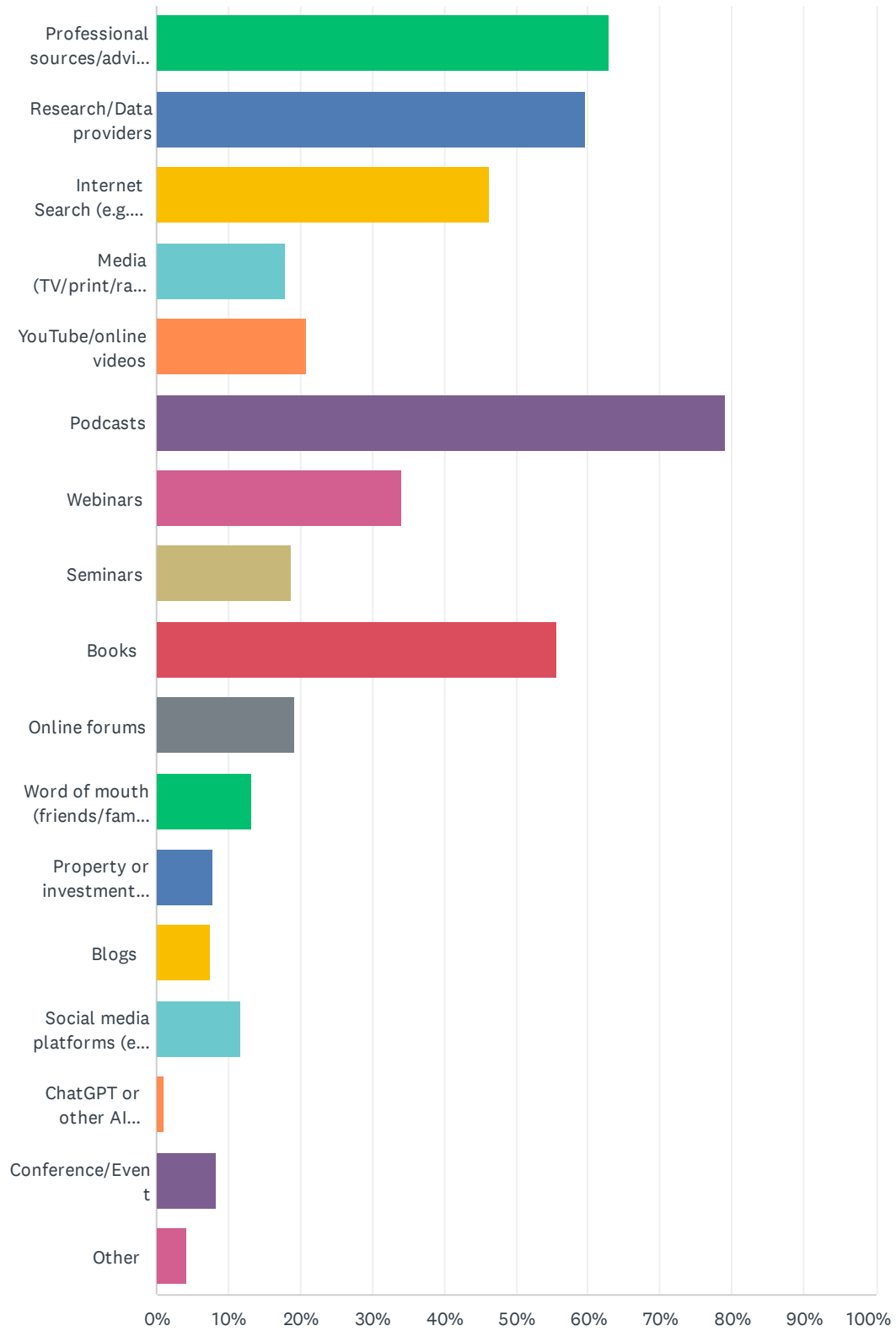


ANSWER CHOICES	RESPONSES	
Yes	49.47%	740
No	15.78%	236
Not applicable	35.03%	524
Total Respondents: 1,496		

**Q42 Where do you get your property investment knowledge/education from? Tick as many as apply to you.**

Answered: 1,495 Skipped: 229

# 2023 PIPA Annual Investor Sentiment Survey

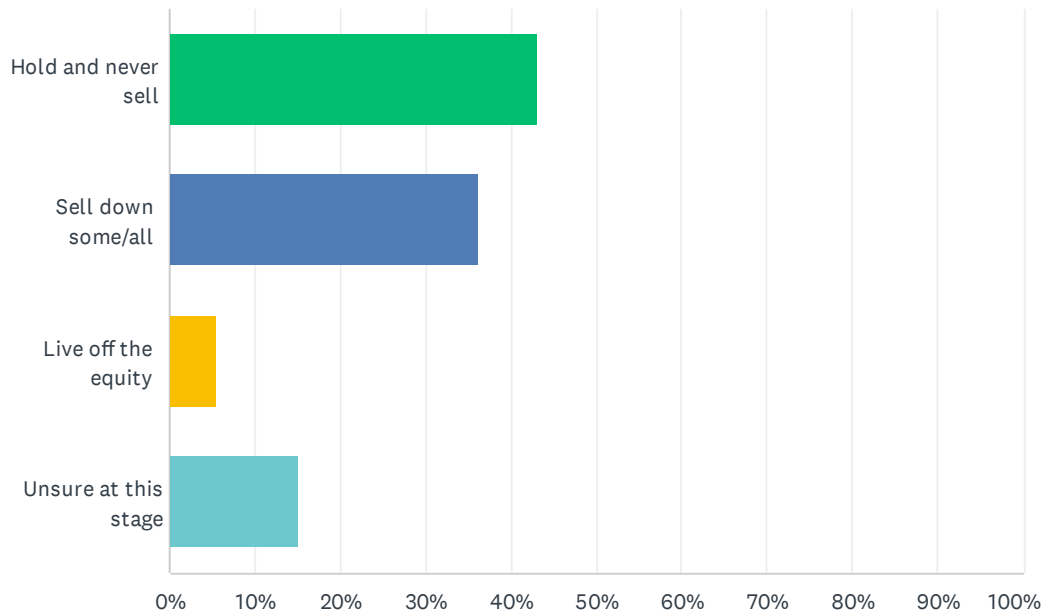


## 2023 PIPA Annual Investor Sentiment Survey

ANSWER CHOICES	RESPONSES	
Professional sources/advisors	62.81%	939
Research/Data providers	59.67%	892
Internet Search (e.g. Google, Bing, etc.)	46.35%	693
Media (TV/print/radio/online)	17.99%	269
YouTube/online videos	20.87%	312
Podcasts	79.13%	1,183
Webinars	34.05%	509
Seminars	18.80%	281
Books	55.65%	832
Online forums	19.20%	287
Word of mouth (friends/family)	13.18%	197
Property or investment exhibitions	7.89%	118
Blogs	7.49%	112
Social media platforms (e.g. Facebook, Instagram, TikTok, LinkedIn, Twitter, etc.)	11.77%	176
ChatGPT or other AI platforms	1.07%	16
Conference/Event	8.36%	125
Other	4.28%	64
Total Respondents: 1,495		

## Q43 What is your property investment exit strategy?

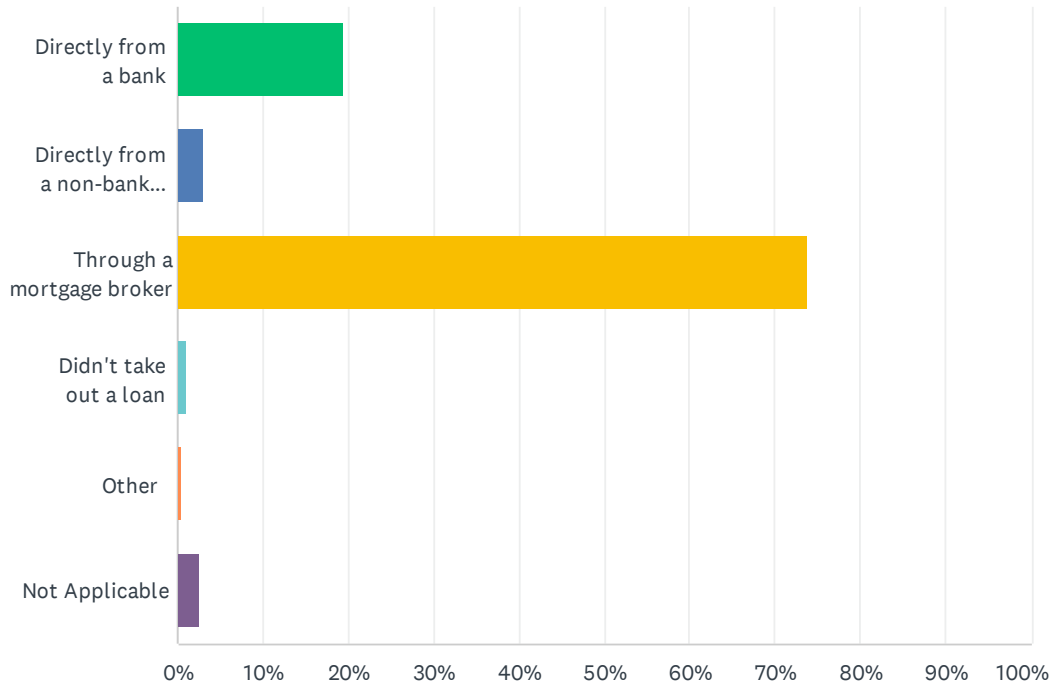
Answered: 1,496 Skipped: 228



ANSWER CHOICES	RESPONSES
Hold and never sell	43.11% 645
Sell down some/all	36.23% 542
Live off the equity	5.61% 84
Unsure at this stage	15.04% 225
TOTAL	1,496

## Q44 How did you secure your last investment loan?

Answered: 1,496 Skipped: 228

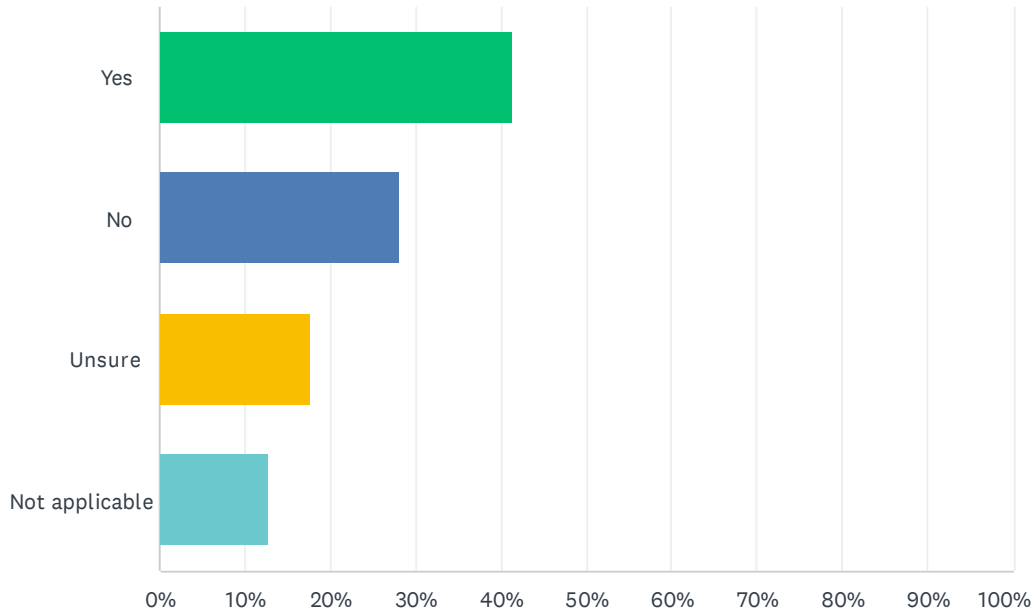


ANSWER CHOICES	RESPONSES	
Directly from a bank	19.32%	289
Directly from a non-bank lender such as credit union, building society, specialist lender etc	2.94%	44
Through a mortgage broker	73.80%	1,104
Didn't take out a loan	1.07%	16
Other	0.40%	6
Not Applicable	2.47%	37
<b>TOTAL</b>		<b>1,496</b>



## Q45 Do you currently find yourself in a position where you are unable to refinance an amount which you were able to borrow previously?

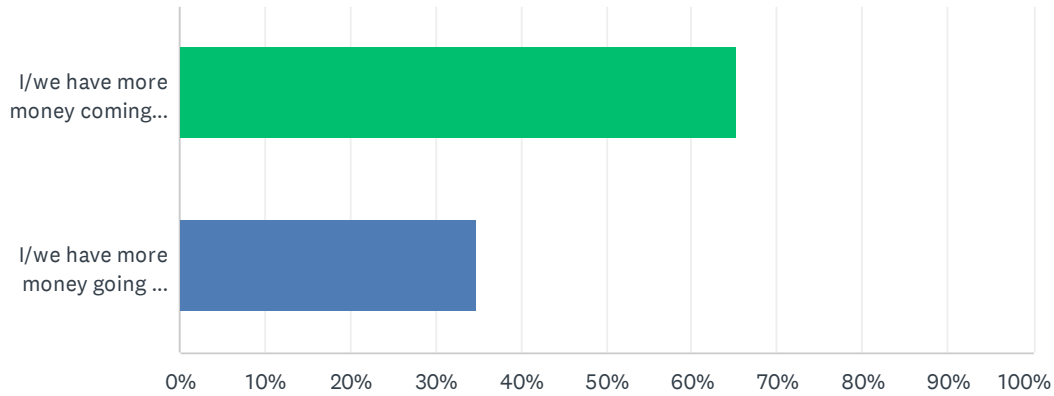
Answered: 1,493 Skipped: 231



ANSWER CHOICES	RESPONSES	
Yes	41.39%	618
No	28.13%	420
Unsure	17.68%	264
Not applicable	12.79%	191
<b>TOTAL</b>		<b>1,493</b>

## Q46 From the options below, what description best describes your current cash flow position:

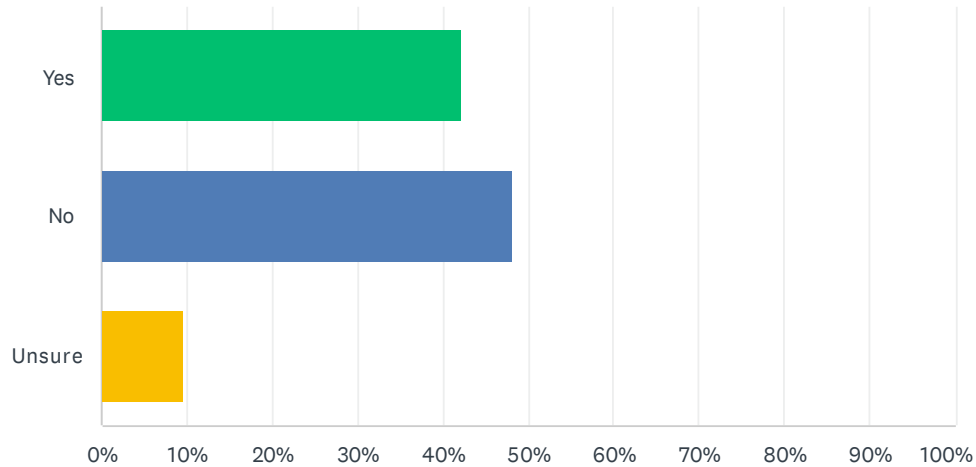
Answered: 1,493 Skipped: 231



ANSWER CHOICES	RESPONSES	
I/we have more money coming into the household than going out right now (cash flow surplus each month right now)	65.17%	973
I/we have more money going out than coming into the household right now (cash flow deficit each month right now)	34.83%	520
TOTAL		1,493

### Q47 Would you consider rentvesting as a property investment strategy (rentvesting means renting in one location and investing in another)?

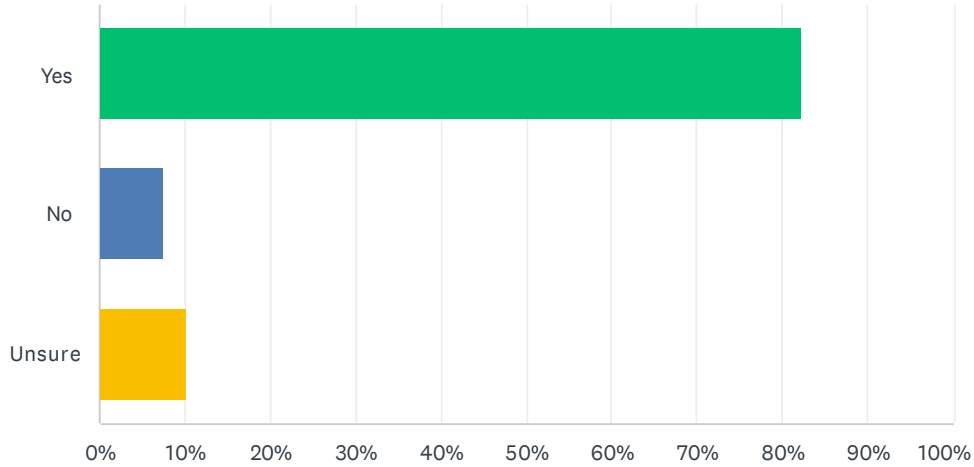
Answered: 1,493 Skipped: 231



ANSWER CHOICES	RESPONSES	
Yes	42.20%	630
No	48.29%	721
Unsure	9.51%	142
<b>TOTAL</b>		<b>1,493</b>

## Q48 In general, do you think property investors need more investment education about the risks and potential benefits of investing in property?

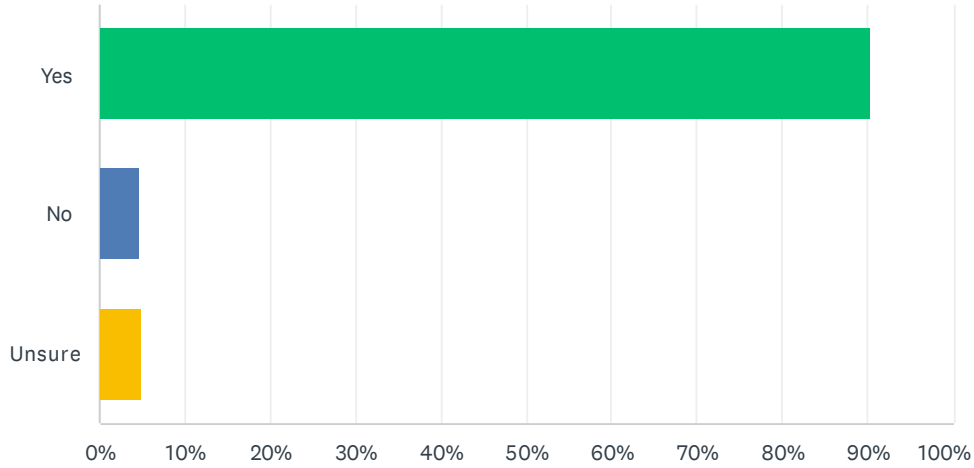
Answered: 1,485 Skipped: 239



ANSWER CHOICES	RESPONSES	
Yes	82.36%	1,223
No	7.41%	110
Unsure	10.24%	152
<b>TOTAL</b>		<b>1,485</b>

### Q49 Do you think any person providing information or advice on investing in property should at the very least have some level of formal property investment education or training?

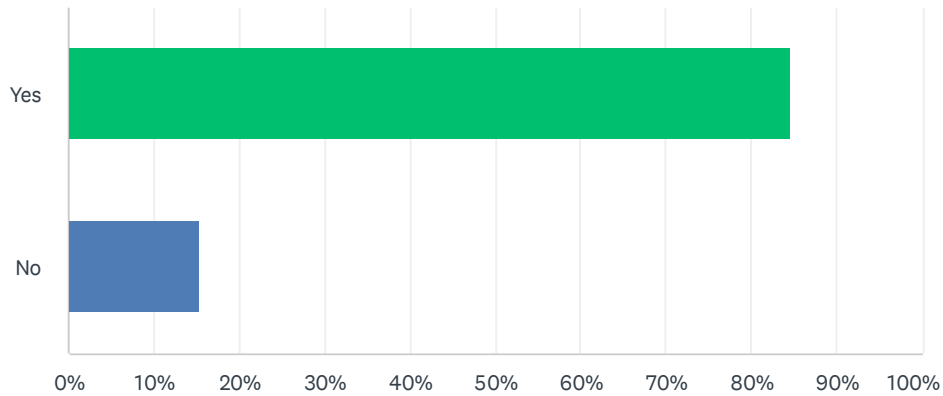
Answered: 1,485 Skipped: 239



ANSWER CHOICES	RESPONSES	
Yes	90.30%	1,341
No	4.78%	71
Unsure	4.92%	73
<b>TOTAL</b>		<b>1,485</b>

## Q50 Are you aware there is a peak not-for-profit professional association for those working in the property investment industry called the Property Investment Professionals of Australia (PIPA)?

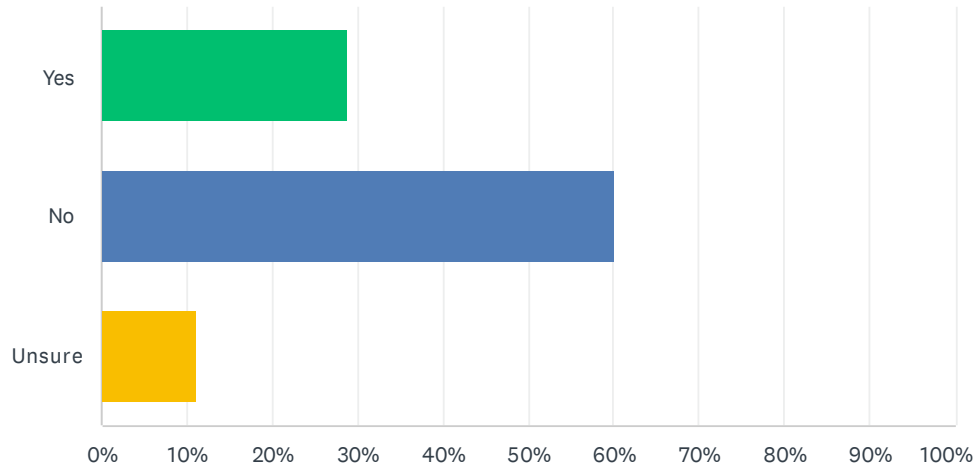
Answered: 1,485 Skipped: 239



ANSWER CHOICES	RESPONSES	
Yes	84.71%	1,258
No	15.29%	227
TOTAL		1,485

## Q51 Did PIPA membership influence your decision to select a certain professional to work with?

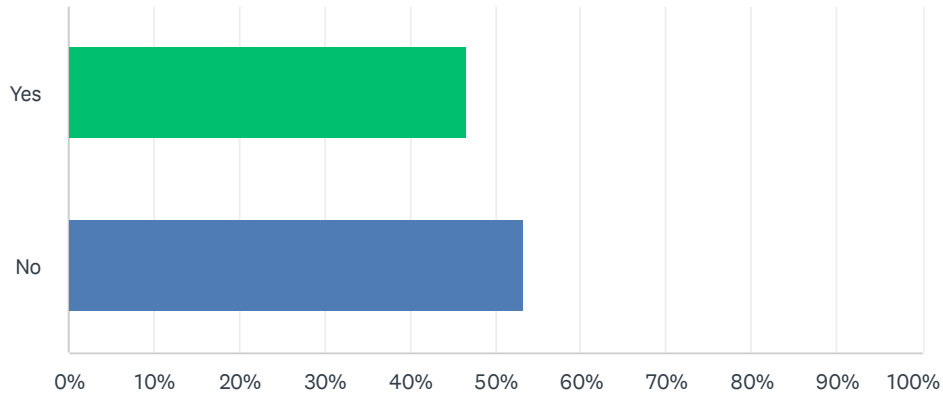
Answered: 1,485 Skipped: 239



ANSWER CHOICES	RESPONSES
Yes	28.69% 426
No	60.20% 894
Unsure	11.11% 165
TOTAL	1,485

## Q52 Are you aware of the Qualified Property Investment Adviser (QPIA) course run by PIPA?

Answered: 1,485 Skipped: 239

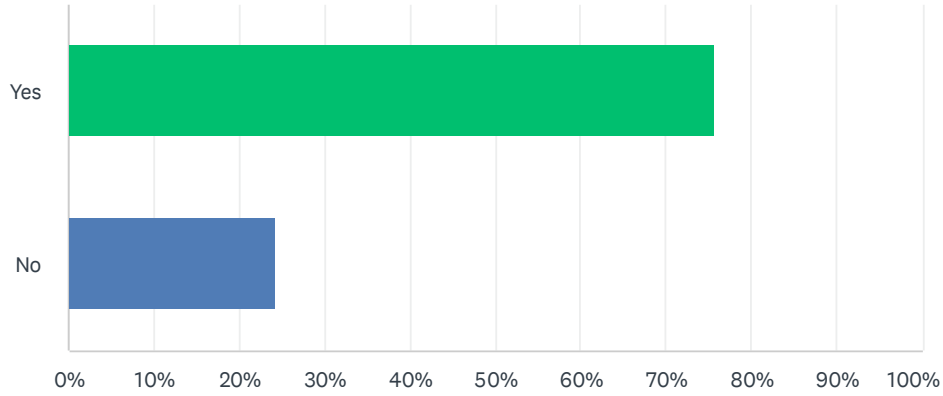


ANSWER CHOICES	RESPONSES	
Yes	46.73%	694
No	53.27%	791
TOTAL		1,485



### Q53 Would a QPIA qualification influence your decision to work with a particular property investment professional?

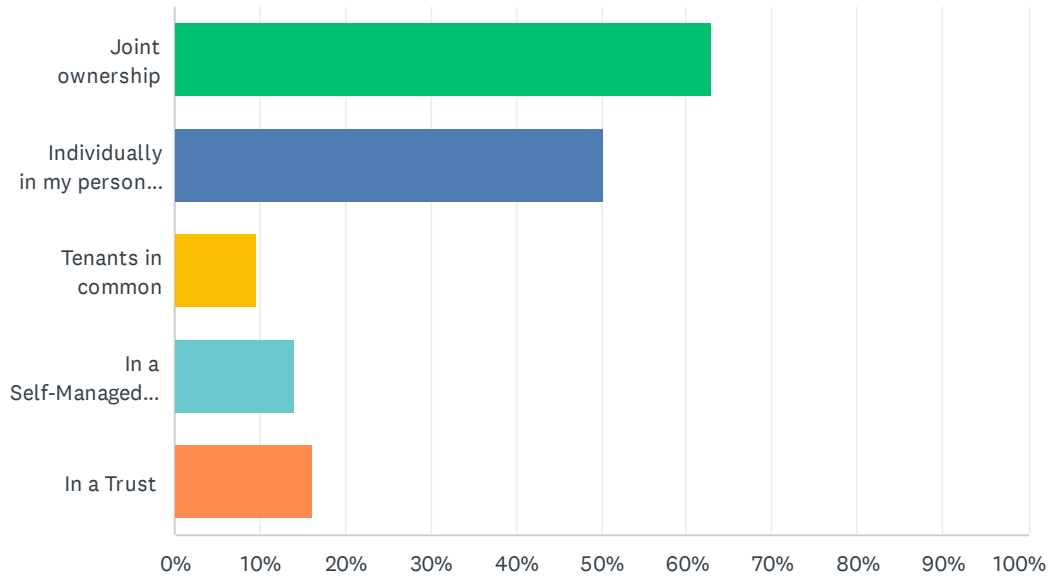
Answered: 1,485 Skipped: 239



ANSWER CHOICES	RESPONSES	
Yes	75.62%	1,123
No	24.38%	362
TOTAL		1,485

### Q54 How do you own property? You can select as many as apply to you.

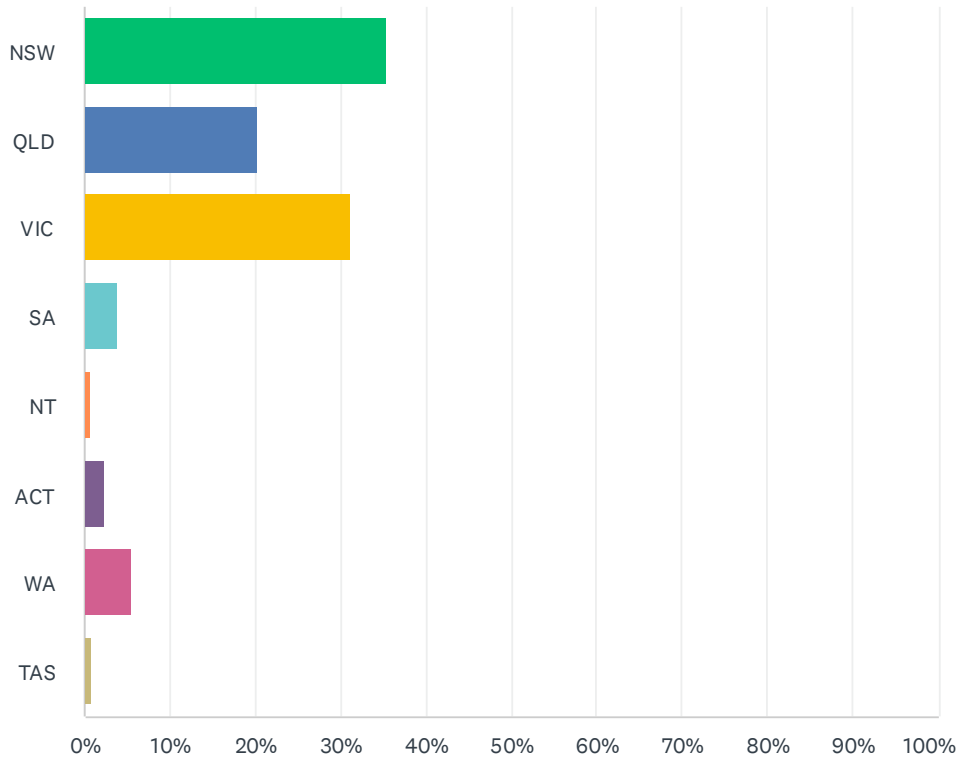
Answered: 1,476 Skipped: 248



ANSWER CHOICES	RESPONSES	
Joint ownership	62.94%	929
Individually in my personal name	50.41%	744
Tenants in common	9.62%	142
In a Self-Managed Superannuation Fund	14.02%	207
In a Trust	16.12%	238
Total Respondents: 1,476		

## Q55 What is your home state/territory?

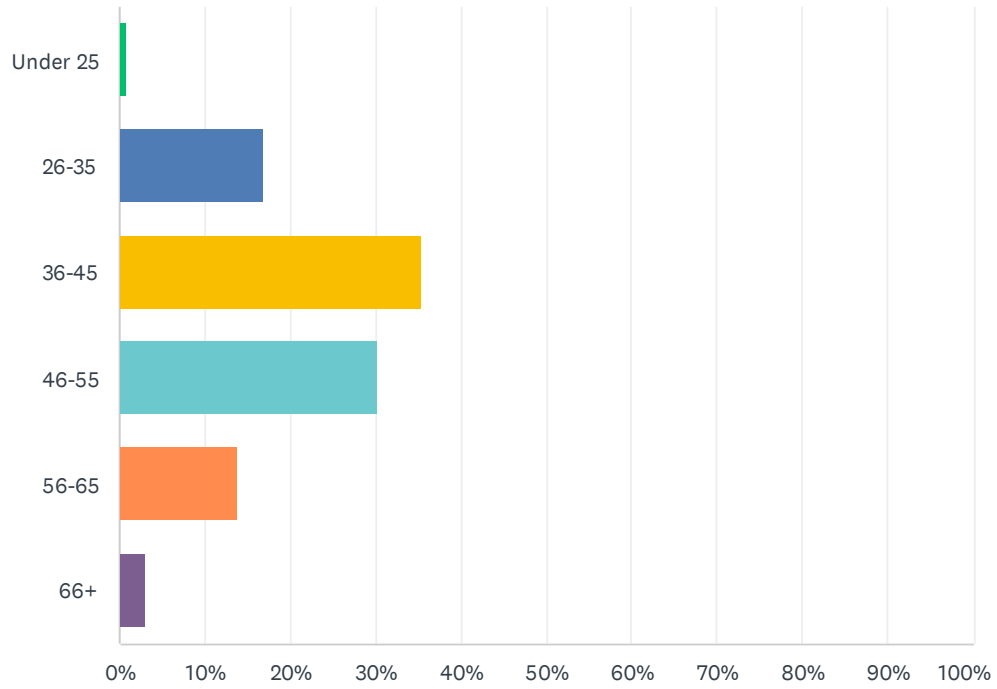
Answered: 1,476 Skipped: 248



ANSWER CHOICES	RESPONSES	
NSW	35.37%	522
QLD	20.19%	298
VIC	31.23%	461
SA	3.86%	57
NT	0.54%	8
ACT	2.30%	34
WA	5.56%	82
TAS	0.95%	14
TOTAL		1,476

## Q56 What is your age?

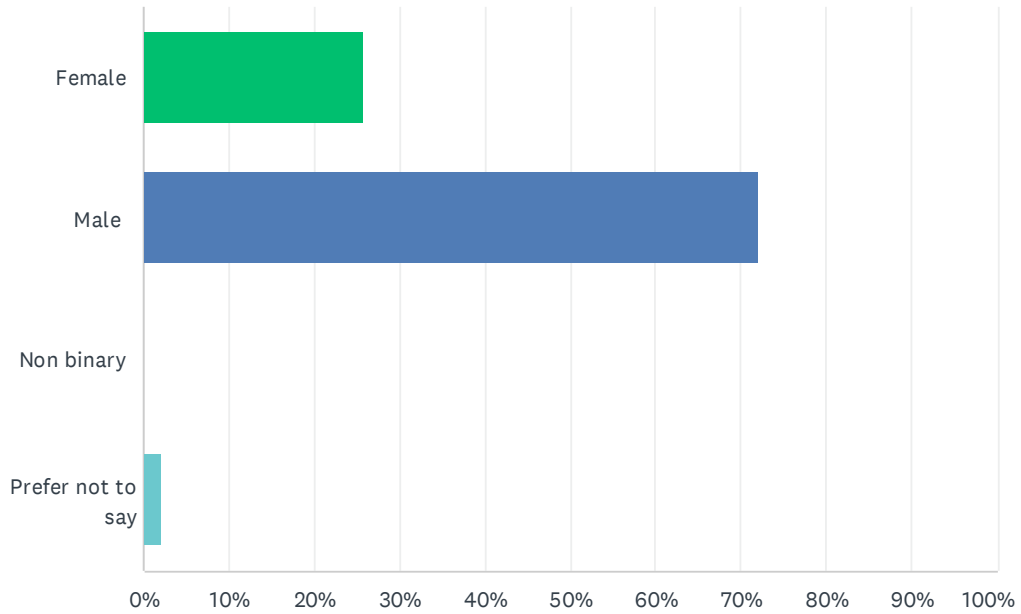
Answered: 1,476 Skipped: 248



ANSWER CHOICES	RESPONSES
Under 25	0.81% 12
26-35	16.80% 248
36-45	35.43% 523
46-55	30.22% 446
56-65	13.75% 203
66+	2.98% 44
<b>TOTAL</b>	<b>1,476</b>

## Q57 What is your gender?

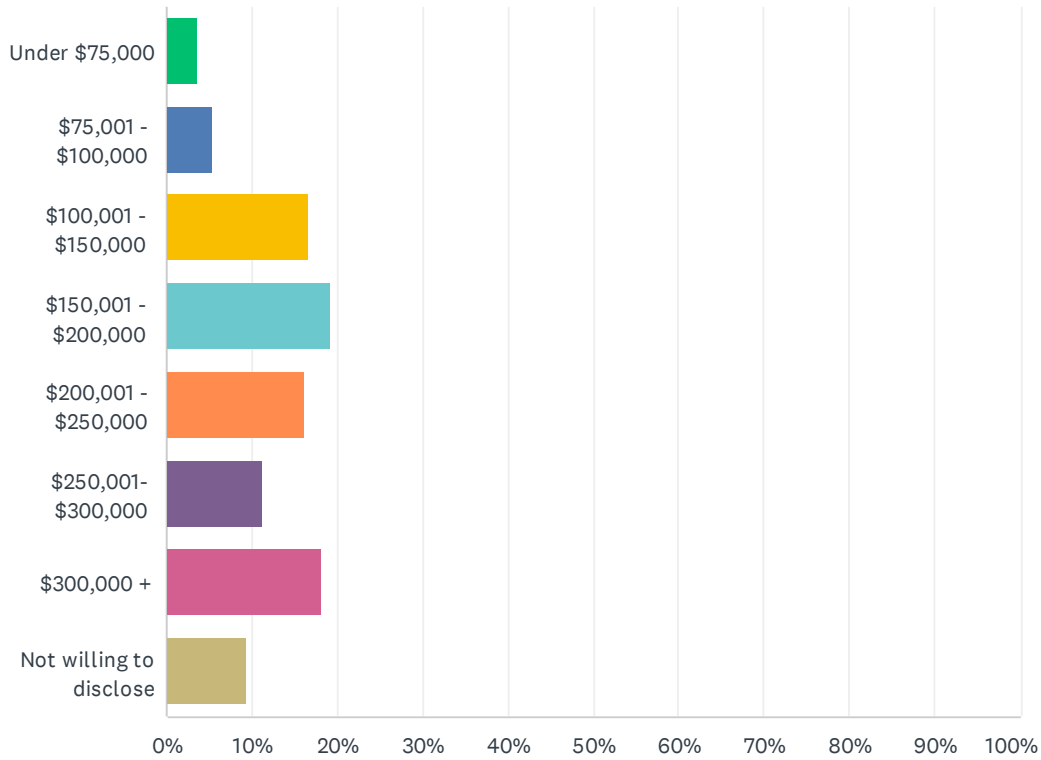
Answered: 1,476 Skipped: 248



ANSWER CHOICES	RESPONSES	
Female	25.88%	382
Male	72.15%	1,065
Non binary	0.07%	1
Prefer not to say	2.10%	31
Total Respondents: 1,476		

## Q58 What is your annual household income?

Answered: 1,476 Skipped: 248



ANSWER CHOICES	RESPONSES	
Under \$75,000	3.73%	55
\$75,001 - \$100,000	5.35%	79
\$100,001 - \$150,000	16.73%	247
\$150,001 - \$200,000	19.17%	283
\$200,001 - \$250,000	16.26%	240
\$250,001 - \$300,000	11.31%	167
\$300,000 +	18.09%	267
Not willing to disclose	9.35%	138
<b>TOTAL</b>		<b>1,476</b>